

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 82

MAY 31, 1930

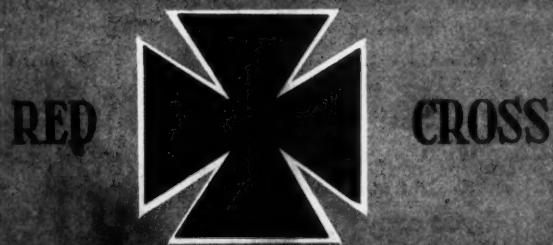
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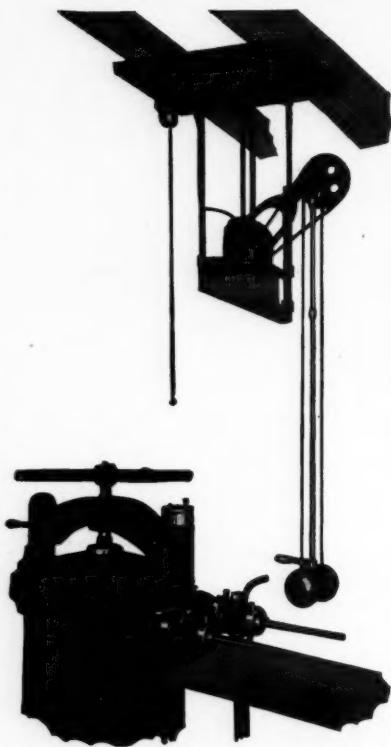
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REOWNED



SHEEP CASINGS

TRADE MARK REGISTERED

The BRECHT CORPORATION
NEW YORK SAINT LOUIS HAMBURG BUENOS AIRES



"We never realized how much we needed the Schonland Patented casing puller until we began to use it. That is why we are now ordering ANOTHER!"

—says a prominent sausage manufacturer

Repeat orders tell the story!

IF YOU are interested in saving from 50% to 60% in time and labor at the stuffing bench, you will investigate this machine and install it in your sausage room.

The Schonland Patented Casing Puller draws the casing on the stuffer tube without tearing the casing—and without tiring the operator, as in the case when this operation is done by hand.

Many prominent sausage manufacturers are expressing their satisfaction with repeat orders. They find it pays for itself in a surprisingly short time!

Let us send you one on 10 days FREE trial.

JOHN E. SMITH'S SONS CO., BUFFALO, N.Y., U.S.A.

Patentees and Manufacturers of "BUFFALO" Silent Cutters, Mixers, Grinders, Air Stuffers, the Schonland Patented Casing Puller and the TRUNZ "BUFFALO" Bias Bacon Slicer

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 82. No. 22

MAY 31, 1930

Chicago and New York

Trade Code Idea Is Given Government Approval

**Law Enforcing Branch of Government
Is in Harmony with Trade Practice
Conference Plan for Self-Regulation**

Business was reassured recently by an authoritative statement from the U. S. Department of Justice regarding trade codes and trade practice conferences.

This statement, believed to represent the administration view, points out that the department is in harmony with the trade code idea and approves of federal trade practice conferences.

Such practices as price-fixing, however, are illegal and no effort should be made to put them into effect under cover of a trade code.

Commerce and industry have been active in endeavoring to correct unsatisfactory and unprofitable trade practices which have grown up as a result of adjustment to peace time demands of large scale production developed to meet war needs.

Encouraged Self-Regulation

Self-regulation was encouraged by the Federal Trade Commission and other governmental agencies in the belief that this was the logical procedure, and one more acceptable to those concerned than government regulation would be.

As a result trade codes were developed by a large number of industries, which outlined undesirable practices which those participating obligated themselves to eliminate.

To make the codes even more

binding they were taken up in trade practice conferences, held in conjunction with the Federal Trade Commission.* The Commission advised with the particular industry or business as to the feasibility and legality of the provisions of the code.

Many Trade Codes Adopted

More than a hundred such conferences were held, as many different industries and businesses participating. Then a feeling arose that the Department of Justice was not in sympathy with

this method of self-regulation of business and that prosecutions were possible under some of the trade codes.

This resulted, naturally, in a tendency to weaken the effectiveness of the trade code and the agreements reached in trade practice conferences.

The fallacy of this uncertainty was pointed out recently by John Lord O'Brian, Assistant Attorney General of the United States in charge of anti-trust matters, in an address delivered in Washington, D. C., before the American Trade Association Executives, which it is believed represents the attitude of the administration.

Mr. O'Brian said the Department of Justice approves the federal trade practice conferences, and believes that within their legitimate field they afford valuable opportunity for education and for constructive progress in industry, and that his department is in harmony with the aims of the Federal Trade Commission.

Trade Practices and the Law

By John Lord O'Brian, Assistant U. S. Attorney General.

The invitation to address you today was coupled with the statement that trade associations would like to obtain a better understanding of the attitude of the Department of Justice toward their activities.

Every clear-headed lawyer under-

Trade Code Slants

Some salient statements from the viewpoint of the federal Department of Justice:

It is not within the power of the Attorney General affirmatively to approve trade rules or practices.

The Department of Justice has no hostility to the federal trade practice conference. It approves these conferences and believes that within their legitimate field they afford valuable opportunity for education and for constructive progress in industry.

The Department of Justice is in harmony with the aims of the Federal Trade Commission.

Here and there illegal practices have come to light. They are unlawful because discriminatory or because they aim at monopolization of channels of distribution. Price-fixing is the most common complaint.

There have been instances where price-fixing has been attempted by the misuse of the trade code.

Neither the Department of Justice nor the Federal Trade Commission sanctions nor intends to sanction price-fixing.

stands the changing conditions which must constantly accompany progress in the world of business. Every experienced lawyer knows how much trade associations have contributed and are contributing to the development of a sound public opinion in the special fields of industry.

No one understands this better than the law officers of the Department of Justice, and I can assure you that that department is not in the slightest degree hostile to the proper activities and healthy growth of trade associations.

The best service I can render you is to make clear the attitude of the Department of Justice and the legal limitations which encompass its activities and affect the exercise of its powers. There is nothing to be gained by indulging in vague generalities on an occasion like this.

Duties of Attorney General.

The Attorney General of the United States is not and cannot be an arbiter in the field of economic interests. His powers and his duties relate solely to the enforcement of law.

It is not within his power to change the legal standards of business conduct as defined by congress and the courts, and if you stop to reflect upon this you will not wish him either to have or to attempt to exercise any such power.

The conduct of business should be guided by standards of law and not by the discretion or caprice of any official. All of us know only too well that difficulty and often danger arises when officials of government undertake to regulate by their individual standards of discretion the intricate problems of the business world.

In dealing with the subject of monopoly and combination the powers of the Attorney General are clearly defined. He alone is vested with power to enforce the Sherman Act. It is his duty to act when practices unduly restrain or interfere with the free flow of interstate commerce.

No Desire to Interfere.

His powers in respect to the trust laws are limited to this special field of business activity. He has neither the express nor the implied power to interfere with or attempt to guide the internal affairs of business organizations or trade associations, nor has he any desire to do this.

The Department of Justice is, therefore, interested only in the acts and conduct of individuals and corporations. It deals with groups of individuals only in those cases where the individuals are alleged to have combined for some illegal purpose.

It is not within the power of the Attorney General affirmatively to ap-

What Does He Mean?

Rules adopted at trade practice conferences, and approved by the Federal Trade Commission, which appear questionable will be reviewed "to correct such mistakes in this respect as have been made in the past," according to a statement issued May 23 by Chairman Garland S. Ferguson.

"The commission is not infallible and neither is any industry," Mr. Ferguson said, mentioning the Sherman and Clayton acts as landmarks that must be followed. He prophesied a time when "unfair practices and unlawful agreements and combinations will be obsolete," and added: "Let honorable and reputable business voluntarily abandon all that is unfair and unlawful, and the Commission can easily handle the crooks and rascals."

prove trade rules or practices. A practical reason for not attempting this is that neither he nor any other law officer can accurately forecast what individuals may undertake to do in a particular industry pursuant to trade rules.

In short, the Department of Justice is not concerned with "codes of ethics" or codes of "trade rules" or "trade plans" unless illegal practices result from their operations or unless (as in rare cases) the rules on their face obviously contemplate action which if taken would be unlawful.

Trade Commission Powers.

The Federal Trade Commission is in a somewhat different case. While it has no jurisdiction to enforce the Sherman Anti-Trust Act it has jurisdiction to investigate unlawful practices and to enforce provisions of the Clayton Act.

In the exercise of its jurisdiction to deal with unfair practices the commission has not confined its activities to investigations and prosecutions but in the desire to aid business has developed the practice of holding conferences. Out of this has come the federal trade practice conference which, started as an experiment, has now become recognized as a valuable institution.

The Department of Justice has no hostility to the federal trade practice conferences. On the contrary it approves these conferences and believes that within their legitimate field they afford valuable opportunity for education and for constructive progress in industry. It also recognizes that these conferences belong to the province of the Federal Trade Commission with whose activities the Department has

*The trade practice conference of the meat packing industry was held in conjunction with the U. S. Department of Agriculture, as the packers and stockyards act brings the industry under the regulatory direction of that department rather than under the Federal Trade Commission.

not interfered and with whose aims it is in harmony.

Value of Trade Associations.

Trade associations are, as you know better than others, the result of similar natural evolution and business necessity. The courts have long since recognized their legitimate functions and have fully appreciated their powerful influences in American trade and industry.

As I have already stated, the law officers of the Department of Justice are well aware of these facts and they have no interest and no point of view adverse to the proper activities of trade associations. In fact they have no concern with the affairs of those associations except as individual members through the use of these associations or their rules may adopt practices which lead to violation of the anti-trust laws.

Perhaps it is only reasonable to expect that certain excesses of zeal are bound to occur in the experimentation with business practices which are a feature of the evolution of the trade association. Candor, however, compels the statement that here and there such illegal practices do come to light. Fortunately they are not characteristic of the work of the great body of trade associations.

Price Fixing Unlawful.

Some of these practices are unlawful because discriminatory or because they aim at monopolization of channels of distribution, or for other reasons. But the complaint most often made is that of price fixing and in certain quarters convincing evidence of this practice has been found by the Department of Justice.

For many, many years the fixing of arbitrary prices by the agreement of competitors has been viewed as contrary to sane public policy. The courts have long since declared it to be illegal. There is nothing vague, intangible or difficult to understand about this practice. Everyone knows that it is illegal. No one can be engaged in this practice without knowing it, and no one needs a lawyer to tell him whether he is in fact fixing prices by means of understandings or agreements with competitors.

On this as on similar questions the Trade Commission and the Department of Justice are, so far as I know, entirely in harmony. Neither one has ever sanctioned or intended to sanction this practice. There have, nevertheless, been recent instances where this practice of price fixing has been attempted by the misuse of so-called codes of ethics or trade rules. Fortunately the number engaged in these

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either wholesale or retail.

Cooperative Meat Distribution to Cut Costs

Retailer Claims He Can Save Consumer One-Sixth on Meat Bill by Buying Cooperatively Through Single Packer

A retail meat dealer at Fond du Lac, Wis., announced in newspaper advertisements last week a startling new plan of meat merchandising.

He proposes to buy his meats exclusively of a single packer.

He claims the arrangement will eliminate enough waste in distribution so the consumer will save 16c on every dollar of meat purchases, while both packer and retailer gain.

Judging from the newspaper ads the plan amounts to a packer-retailer cooperative buying arrangement, or what might be called a "voluntary meat chain."

Besides centralized buying, the plan includes payment in advance by the retailer, and cash-and-carry for the consumer.

This would appear to do away with packer sales and credit expense, and to afford retail economies which account for the claim that 16c saving on every dollar can be passed along to the consumer.

Meats Will be Graded.

Another feature of the plan is that fresh meats will be sold under four general brand names signifying grade—

"Merit" means highest-class meats. "Special" means fine grade.

"Standard" means medium grade.

"Economy" means "the most for your money," as the ad puts it.

All meats will be plainly tagged and priced, on the cash-and-carry basis.

If the customer wants credit, a service charge will be made, based on the cash price plus a margin to cover costs of accounting and collection. If meats are delivered, there will be a delivery charge on orders of less than \$2; larger orders, no delivery charge.

How Prices Are Established.

The dealer states plainly that customers demanding these extra services—credit and delivery—should not expect the costs to be charged against the purchases of cash-and-carry customers.

"Week-end specials" are dispensed with, and there is no price-cutting, either wholesale or retail.

The statement is made that "market

fluctuations will be reflected in the wholesale price of meats offered by the packer on Thursday each week, and the retail prices established on Friday on the basis of these wholesale prices will be good for the entire week."

This retailer is A. F. Johnson, who owns and operates one of the principal meat markets of Fond du Lac.

How Packer Services Trade.

In his newspaper statement he explains that by contracting for all his meats from one packer, and paying cash for his purchases, the packer is enabled to pass on to him the savings in distribution, accounting and other overhead costs, which in turn he can pass on to his customers.

The newspaper reports indicate that Johnson is only one of the dealers to be served in this way.

The statement is made that the packer who serves this retailer under the plan described has established a wholesale cooler at Fond du Lac from which retailers through the Fox River Valley section, as far east as Sheboygan and south to Madison are serviced. Refrigerated trucks are used, and a regular schedule of deliveries made. At present it is stated that three cars a week are distributed through this branch warehouse.

CONTROL OF RETAIL CREDITS.

Bad debt losses exceeding 0.5 per cent of the total sales are above the average, in the opinion of the Bureau of Business and Government Research of the University of Colorado. A bad debt loss of 3 per cent or more, it is stated, should be considered extremely serious.

In a recent statement this body lays down the following principles for the control of retail credits.

(1) Extend no credit until the financial rating of the applicant has been investigated through personal interview, supplemented by information obtained from the local credit bureau.

(2) Explain clearly the terms and conditions upon which the store grants credit, i. e., the amount granted, and when payments are due.

(3) Send statements promptly and have a definite schedule of action which is rigidly adhered to. If payment is due on or before the 10th of the month, a reminder that the account is overdue should be sent out promptly on the 11th.

(4) Fix a definite date on which a personal letter is sent to all customers who are still delinquent.

(5) Fix the final date on which the credit will be withdrawn and so notify the delinquent customer.

(6) Send a series of from three to five collection letters in an effort to collect delinquent accounts before turning the account over to the collection agent.

(7) Keep a constant check on the operation of the credit business, using the following percentage figures:

(a) Ratio of accounts receivable to total credit sales (Average ratio for Colorado grocery stores, 10.4 per cent).

(b) The collection percentage, or the proportion of accounts collected during the month to the outstanding accounts at the beginning of the month.

(c) The ratio of bad-debt losses to total sales or credit sales.

Announcing a new plan . . .

which will make tremendous
savings in your meat bill

Here is a new plan for meat distribution.
A plan which eliminates wholesale middle expense.

We have contracted for our entire meat supply.
We pay cash in advance.
Each day's shipment is from one warehouse to our store.
One wholesale delivery truck does the work.

These lower prices will bring us more customers.
More customers bring added business.
So our cost of doing business is less.

The combined savings amount to
one-sixth of your meat bill.
For every dollar you spend on meat we can now save
you sixteen cents.

Our regular all-week prices will now be less than most
"special" prices.
We have done away with Saturday "specials." All our
prices do the same amount of saving. And they
are the same every day in the week.

We now have no high prices on staples to make up
for artificial prices on "trades."

The price of everything will be plainly marked.
You can make your own comparisons.

Quality Will Be Marked

Every price of meat will be sold under a quality name
which you can know and on which you can depend.
Here are the names and here's what they stand for:

Merit—the best meat you can buy.

Special—the second best meat.

Standard—good meat.

Economy—the most meat for your money.

This plan marks a new day in meat merchandising.

NEVER PAY AGAIN. MAY 31, OUR FRESH MEAT WILL BE OPENED UNDER THIS NEW PLAN.
To every customer who makes a purchase of the meat on our "new saving day" will be given a 1% discount.
Dairy Direct open before regular last FREE.
"LOOK FOR OUR AD IN TOMORROW'S PAPER."



RETAILER SPRINGS A NEW PLAN.

First newspaper advertisement of Wisconsin retailer announcing new meat selling methods.

Small Meat Packing Plant Planned for Profit

Many Features to Reduce Labor Costs And Get the Most from the Equipment Planned in Design and Construction

It is quite natural to associate efficiency with size, and to imagine that because a meat packing plant is relatively small it is not as efficient.

A big plant can use efficiently many items of equipment that would be out of place in the smaller establishment.

On the other hand, the smaller plant has some conditions in its favor. As a rule it is located where it can buy labor and in some cases livestock economically. Quite often, also, it has a long working day and its investment per unit of output is liable to be reasonable.

If care is taken in the design of the small plant, and equipment is installed with low production costs in mind, it is quite often possible to make labor economies and equipment do double duty in a manner impossible in the larger business.

In the following article there is described a small plant which, while it possesses no novel features of design and construction, illustrates what may be considered advanced small meat plant design, layout and construction.

If the plant is notable in any details, it is the excellence of the construction of the buildings and the care with which the departments have been located with respect to one another to prevent, as far as

possible, back-tracking of products in course of processing and waste and loss in manufacturing departments, and in transporting products between departments.

A Well-located Plant.

In many respects the plant of the Twin City Packing Co., Menominee, Mich., is ideally situated, both in respect to consuming territory and livestock supply. Menominee is near the border line which separates Wisconsin and the Upper Peninsula of Michigan in a fertile dairying and mining country. Lumbering is also of considerable importance.

Hogs of good grade are raised in fair numbers in the country surrounding the city, and cows and bulls from dairy herds are in large supply for sausage manufacture. A very large percentage of the livestock purchased is delivered to the plant in motor trucks.

The Twin City Packing Co. does not sell extensively in the territory south of Menominee, but to the north, west and east it meets with little competition, its products having won an enviable reputation in these sections.

Business Built on Quality.

Northern Michigan and Wisconsin have cold winter climates. A large percentage of the population are engaged in out-of-door activities, including mining, lumbering and farming. Hence the

per capita consumption of meat is high.

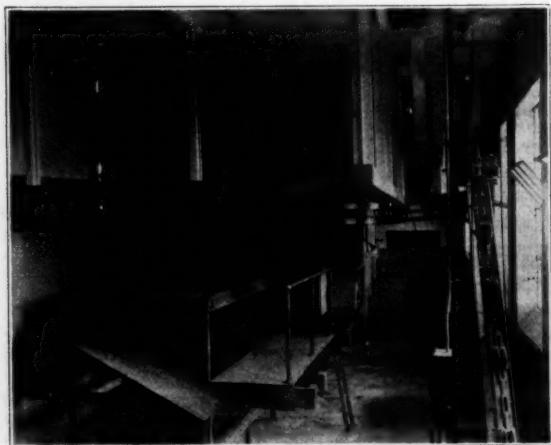
The Twin City Packing Co. was purchased by its present owners about 17 years ago. Since that time, while the growth of the business has not been spectacular, it has been steady and founded on the most secure of foundations—high quality products and good service. Recently this growth had progressed to the point where more room was needed and it was accordingly decided to erect a new plant rather than to attempt to build additions. In a new plant, it was felt, economies in labor and production could be effected that would not otherwise be possible.

The new plant consists of one building in which is housed all of the manufacturing departments as well as the coolers and the shipping department. It is of reinforced concrete and brick construction, three stories high.

Hogs Killed on Top Floor.

Attached to the building and of the same construction is an annex two stories high. On the first floor are located the offices and on the second floor are a spice storage room, locker rooms, etc.

The third floor is given over principally to hog killing and the spray lofts. Hogs are brought to the killing room over an inclined runway, as are also the calves and sheep which are slaughtered.



HOG KILLING AND DRESSING ARE DONE ON TWO FLOORS CONNECTED BY AN INCLINED CONVEYOR.

At the left is shown the hog killing room, which is on the third floor, and at the right the hog dressing room, on the second floor. The hogs are brought from the former to the latter by an inclined chain conveyor, shown near the wall in the illustration at the left. Hogs are handled through the dressing room in batches of four, the viscera being handled on a hand-operated, four-pan revolving viscera table.



IN THIS PLANT SAUSAGE AND COOKING ROOMS AND SMOKE HOUSES DO DOUBLE DUTY.

The sausage manufacturing department, the cooking room and the smokehouses adjoin the hog dressing room and the coolers. At the right are the smokehouses, of which there are four. The work has been arranged so that the smokehouses and the equipment in the cooking room do double duty, being used both day and night. Meats are smoked during the day and sausages at night. A portion of the sausage manufacturing room with its modern equipment is shown at the left.

tered on this floor. The hog killing room measures about 87 ft. long and 16 ft. wide. The hog hoist, scalding tub, dehairing machine and gambreling bench are installed here, the equipment for eviscerating and further handling being installed on the second floor.

After the hogs leave the gambreling bench they are taken on a rail to an inclined conveyor leading to the second floor. Shaving, singeing and washing are performed between the bench and the conveyor. Calves and sheep, after leaving the bleeding rail, are also taken to the second floor by means of this conveyor.

Space for Expansion.

Space remains in the hog killing room for the installation of additional equipment and the performance of further operations when the needs of the business justify. Truck and barrel washing and hog casing fermenting and sliming are also performed on this floor. These latter operations are done in rooms separated from the hog killing room and from each other by 6-in. glazed tile partitions.

Cement floors have been laid on this floor. The walls of the hog killing room are finished with cement plaster. An elevator connects this floor with the other floors and the basement.

The second floor is given over to cattle killing, hog dressing, sausage manufacture and coolers.

Cattle are brought to the floor over an inclined runway and are knocked in a room separated from the dressing room. One knocking pen has been installed. The killing capacity is five cattle per hour.

Cattle and hog dressing are done in the one room, no partition separating those portions of the room given over to these operations.

Hogs Handled in Foursomes.

Several novel features characterize that portion of the floor in which hogs

are dressed. These are handled in batches of four, one man doing the eviscerating, splitting, etc. After removal, the viscera are placed in a four-pan revolving viscera table. This piece of apparatus was designed in the plant and is hand operated by either the man at the rail or the inspector.

Inasmuch as the hogs go through this room in groups of four it is easy for the inspector to keep track of the carcass from which the viscera in any pan was taken.

When the man at the rail has opened four hogs and eviscerated them he splits them and lifts the leaf lard. By this time the inspector has finished his inspection of the viscera and the workman proceeds to open four more hogs. This is but one illustration of how labor and time may be saved in the

small plant when thought and study are given to arrange departments and equipment with this end in view, and to design machinery for the particular conditions.

Calves Dressed on Hog Rail.

No chain is installed in connection with the rail, the carcasses being moved along by hand. The rails have been arranged to get carcasses and meats out of the dressing rooms into the coolers, or the sausage room, as the case may be, and from department to department with the least confusion and loss of time.

Calves and sheep also follow the same rail as the hogs, but at different times. As a rule hogs are slaughtered in the morning; sheep and calves in the afternoon. The capacity through this

(Continued on page 49.)



PLANT OF TWIN CITY PACKING CO., MENOMINEE, MICH.

The construction of the building is first-class, brick, concrete and steel being the materials used. Care has been given to arrange the departments so that efficient production is possible. The plant has a killing capacity of 40 hogs per hour.

Chain Store Owner Plans to Capitalize Anti-Chain Agitation

Meeting the objections raised in propaganda against chain stores, by inaugurating locally-owned and operated stores, is the purpose of Clarence Saunders and associates in the operation of Clarence Saunders Stores, Inc., and Clarence Saunders Pacific Stores, Inc. Operation of 400 chain units in 16 states, with sales totaling \$40,000,000 annually is involved.

The aim is to overcome objections to absentee ownership included in anti-chain propaganda. Not only will the stores be locally owned, but their funds will remain in local banks and their purchases will be made as far as possible from manufacturers and distributors within the state in which they are located, if the plans are carried out.

Four Southern states—Tennessee, Mississippi, Alabama and Arkansas—will be the first in which locally-owned and operated companies are planned. Each organization will acquire the Clarence Saunders stores operating within the state. After organization in these states is well under way, the plan will be carried into Kentucky, Texas, Oklahoma and California, and later to other states.

According to present plans, the Tennessee company will have a capitalization of 100,000 shares of 7 per cent cumulative preferred stock of \$25 par and 150,000 shares of no par common. In Arkansas, Alabama and Mississippi the capitalization of each company will be comprised in 60,000 shares of 7 per cent cumulative preferred stock of \$25 par and 90,000 shares of no par common.

The Clarence Saunders Corporation will serve as a central organization to handle the consolidated purchasing power, take care of all cooperative selling and distribution of surplus products, and look after such matters as only a central agency can handle. Each state company will operate under a franchise contract calling for the payment to the central organization of 1/2 of 1 per cent on sales.

In discussing the plan Clarence Saunders said, "The central organization will make no attempt at price control of any item of merchandise sold by the state chain and can not interfere with the local management. Each state will have its own board of directors, its officers selected from the citizenship of the state in which it operates, and banking of all money will be done with the banks of the state in each community where a store may operate, and all wages and salaries will be kept at home.

"The plan is for each state company to purchase every item of merchandise possible from those who operate within the state."

PACKERS' CONSENT DECREE.

Information on the attitude of the department of justice toward modification of the packers' consent decree is required in a resolution adopted by the United States Senate on May 26. The resolution was introduced by Senator Black of Alabama. It is similar to a resolution introduced some days ago by Senator Schall of Minnesota which failed of adoption.

The attorney general is requested to inform the senate of the extent to which the decree has been enforced since March 19, 1928, when it was sustained by the United States supreme court; the present efforts of the meat packers to bring about modification of the decree; the attitude of the department of justice with respect to the petitions of Armour and Company and Swift & Company; and the extent to which the attorney general is opposing and will oppose these efforts.

It also wants to know whether the department of justice is engaging and will engage in a vigorous opposition to modification of the decree; whether or not the department takes the attitude that no effort will be made to enforce the decree while a petition for modification is pending.

Also, whether or not the department takes the position that the fight over modification shall be conducted by the packers and the Wholesale Grocers Association, without active and vigorous control of the case by the department; and

Whether the department takes the attitude that the decree should be fully maintained and enforced as originally rendered, or whether it should be modified, and if it should be modified, how and in what manner, and to what extent.

FROSTED FOODS EXPANSION.

Development of the New England territory for the distribution of frosted meats, fruits and vegetables is planned by Frosted Foods, Inc., a subsidiary of General Foods Corporation, according to statements recently made by Colby M. Chester, president of General Foods.

This will be the first step toward nation-wide extension of the new frosted foods industry, which controls the Birdseye process for quick freezing, it was stated.

Mr. Chester said that factory facilities are being expanded to meet the demands of a large number of grocery outlets for quick-frozen, perishable foods which will be opened in the New England district.

Experimental shipments abroad have met with success, and it is felt that quick freezing will solve the problem of transporting perishable foods from

one country to another with no loss in quality.

Several more perishable food products are being added to the present line of meats, fruits and vegetables. Following the successful two months' experiment in ten Springfield, Mass., grocery stores, several more stores in that city are being added as outlets for Birdseye frosted foods, Mr. Chester stated.

LIBBY CHANGES APPROVED.

Capital changes proposed by Libby, McNeill and Libby a short time ago have been approved by the stockholders. This not only includes recapitalization of the company, but the payment of accumulated dividends on the preferred stock. The plan provides for the issuance of 117,800 shares of a new 6 per cent second preferred stock. The authorized issue of \$25,000,000 first 7 per cent preferred will be reduced to \$18,000,000, and \$3,780,000 of the new second preferred stock will be turned over to the stockholders to liquidate the accumulated dividends. An increase in the authorized common stock of \$21,750,000 from \$6,750,000 is also provided.

HEADS CHAIN ASSOCIATION.

Albert H. Morrill, president of the Kroger Grocery & Baking Co., has succeeded William H. Albers as president of the National Chain Store Association. Mr. Albers' resignation was made necessary by the requirement that officers be actively connected with some chain store organization.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on May 27, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on May 21, or nearest previous date:

	Sales.	High.	Low.	Close—
	Week ended			May 21.
	May 27.	May 27.	May 27.	May 21.
Amal. Leather				
Pfd.	100	21	21	25
Amer. H. & L.	100	5	5	4½
Do. Pfd.	600	25½	25	25½
Amer. Stores	200	49	49	47½
Armour A	2,400	6½	6½	6½
Do. B	3,700	3½	3½	3½
Do. Pfd.	1,200	61½	61	62½
Do. Del. Pfd.	100	75½	75	75½
Beechnut Pack.	200	59	59	59
Bonack, H. C.	800	85	85	82½
Brennan, P. A.	500	50½	50½	56½
Do.	500	19½	19½	19½
Chick C. Oil	1,000	22½	22½	22½
Childs Co.	2,200	64½	64½	64½
Cudahy Pack.	1,500	43½	43½	43½
First Nat. Strs.	3,100	53½	52½	52½
Gen. Foods	25,800	58½	58½	58½
Gobel Co.	3,700	14	13½	14
Gt.A.P. 1st Pfd.	210	118½	118	117½
Do. new	140	241	241	242
Hygrade Food.	4,700	14	14	14½
Kroger G. & B.	4,600	33½	33½	32½
Libby McNeill	5,350	17½	16½	16½
Morell & Co.	700	64	64	65
Nat. Prod. A.	100	11	11	10½
Nat. Leather	300	1½	1½	1½
Nat. Tea	1,000	31	30½	30½
Proc. & Gamb.	8,200	73½	72½	72½
Safeway Strs.	5,900	95½	93½	93½
Do. 6% Pfd.	380	96	96	95½
Do. 7% Pfd.	220	109	108½	108½
Swift & Co new	3,900	30%	30%	30%
Do. Int'l.	18,150	37½	37	36½
Truett Pork	360	24½	24½	24½
U. S. Cold Stor.	550	37½	35	35
U. S. Leather	500	12½	11½	12½
Do. A.	700	21	20½	20½
Do. Pr. Pfd.	300	92	91½	92
Watson Oil	5,000	28½	27½	27½
Do. Pfd.	1,000	58	58	57½
Wilson & Co.	300	5	5	5
Do. A.	600	11½	11	11
Do. Pfd.	200	50½	50½	50½

May 31, 1930.

THE NATIONAL PROVISIONER

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THE NATIONAL PROVISIONER

Chicago and New York

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Livestock Marketing Plan

A national cooperative agency has
been incorporated for the marketing
of livestock. A subsidiary organization
provides for the handling of the feeder
end of the business.

This national organization ties to-
gether individual cooperative market-
ing organizations doing 52 per cent of
the livestock marketing of the country
under cooperative direction. So far it
has not been possible to make the ar-
rangement sufficiently satisfactory to
attract all cooperatives. Consequently
the corporation is relatively smaller
than those formed for wheat, cotton and
wool.

With one exception, there is no ma-
jor points of disagreement between the
cooperatives, Chairman Alexander
Legge of the Federal Farm Board
pointed out recently. The exception
hinges on the matter of voting, which
is an unimportant one so far as the
Farm Board is concerned. In the past
the custom has been for one member
to have a vote, no matter how much
or how little livestock he handled. This
was not satisfactory to all of the live-
stock groups.

Another point unsatisfactory to some
of the groups was inability to get the
desired amount of funds from the Farm
Board. It has not been regarded as
feasible for the board to attempt to
completely finance any one of the na-
tional agricultural cooperatives, Mr.
Legge said, especially as intermediate
banks and private banking facilities
are available for this purpose.

With the establishment of the na-
tional cooperative marketing associa-
tion there has been appointed a live-
stock advisory committee, in accord-
ance with the federal farm act.
Thomas E. Wilson, president of Wilson
& Co., has been chosen one of the two
"processors" on this advisory committee,
as provided in the act. Thus the meat
packing industry becomes associated
with cooperative marketing.

In the past the packers have pur-
chased their livestock from the cooper-
ative selling organizations as freely as
they have from private sales agencies.
There is no need, therefore, of change of
practice as a result of the formation
of the national marketing association.

There is a good deal of difference of
opinion among business men and among
farmers themselves as to the ultimate
success of the great cooperative agen-
cies recently formed and those in pros-
pect.

However, if this national livestock
marketing agency can grow to a place
of dominance in which it is possible to
provide for the orderly marketing of
livestock it will have done something
for both the livestock producer and the
packer, as well as the ultimate consumer,
that has never been possible under
other systems of marketing.

Whether or not the farmer and the
livestock producer are too individual-
istic for the accomplishment of such
desired results only time will tell.

Better Store Displays

One retail meat dealer said recently
that he is receiving from meat packers
several times the amount of store dis-
play matter he can conveniently use.

Instead of serving the purpose in-
tended—to increase meat sales—most
of this material found its way to the
basement and then into the furnace.

This situation is not exceptional.
One packer who has been checking up
on the manner and extent his store
display material is used said that he
found only about 8 per cent of it is in
use one week after it had been sent
out. At the end of two weeks prac-
tically all of it has disappeared.

The trouble, this packer found, is not
that the material is not attractive and
useful from sales and advertising
standpoints, but that much of it is
poorly designed from a practical use
standpoint. It simply does not fit in
logically and conveniently with store
arrangement and layout.

This packer will try to reduce this
waste, not by spending less money for
store display matter, but by furnishing
material better adapted for store use.
And with it will be sent logical argu-
ments why it should be used and how
it should be used to get best results.

The time has arrived, it seems, when
selling is not confined to the products
of the meat plant. The packer, after
having sold his merchandise to a re-
tailer, must then sell him on the idea
of using aids that will help him to
move the merchandise out of his store.

Practical Points for the Trade

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To Remedy Cooler Trouble

Differing opinions have been presented in regard to the cooler problem being experienced by a packer and outlined in THE NATIONAL PROVISIONER of March 1, 1930, under the heading, "Finding Cooler Troubles." In that article the remedy suggested by a specialist was given.

Another point of view which differed somewhat from the first was presented in the issue of April 19, 1930, entitled "Better Cooler Insulation."

Still another is given in the following communication from an insulation engineer, who says:

Editor THE NATIONAL PROVISIONER:

In your issue of April 19, 1930, under the heading "Practical Points for the Trade," you have published an answer to a subscriber's inquiry in regard to better cooler insulation.

There are some points presented in correcting this packer's cooler troubles with which the writer does not entirely agree.

For example, the insulation thickness is specified as 5 in. of corkboard, or a total internal conductance of .06 B.t.u. per degree of Fahrenheit, per square foot per hour. The same insulating effect may be secured with varying thicknesses of other insulants; that is, 4 in. of a material with a conductivity of .24 B.t.u. per hour per inch per square foot per degree Fahrenheit, or 6 in. of an insulant with a conductivity of .36 B.t.u. per hour per inch per square foot per degree Fahrenheit.

Ideal Insulating Wall.

In specifying the method of application to a wood ceiling, special attention should be called to the sealing of the lapped joints between the moisture proof paper sheets. A far more satisfactory job is secured, in the opinion of the writer, by sealing the moisture-proof paper in place with a coating of asphalt applied directly to the ceiling of the room. This provides a continuous air and moisture seal at the warm side of the insulation, which is the normal point of entry of water vapor.

Any moisture seal other than at this point can have but one result—the formation of a barrier against which the condensation moisture will collect. This is borne out by the experience of the inquirer. In this case the moisture was drawn through the insulation, collecting at the mastic finish which was applied to the corkboard at the factory.

The ideal insulating wall, from the standpoint of being unaffected by mois-

ture, would be one which would be provided with a perfect moisture vapor seal on the exterior and a very porous covering on the interior or cold side of the insulation.

Seal on Warm Side of Wall.

A cement plaster coating or wood sheathing provides this porous interior covering. A coating of the hot asphalt or the asphalt sealing compound will provide a proper seal on the exterior or warm side of the insulation wall.

In such construction the insulation is dehydrated by the cooling coils in the same manner as lettuce or celery is wilted in a mechanical refrigerator. Moisture will always travel to the coldest point and be deposited on the cooling coils as frost.

This action is secured most successfully with relatively porous insulations which have a strong aversion to moisture. In some insulations this dehydrating action is hampered by the natural affinity of the cells of the insulation for moisture. In any event all attempts at sealing should be made on the warm side of the insulation wall.

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's guide.

Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Coating Smoked Meats

A Pacific coast packer asks regarding a covering for ham and bacon which is to be shipped to the Orient. He says:

Editor The National Provisioner:

There is a covering used by some packers on hams and bacon shipped to the Orient and hot South American countries. It has an asphalt base and is put on over canvas. It dries immediately and does not melt in hot climates.

Can you give me a formula for this dip?

A special asphaltum preparation which is a commercial product, is used for this purpose. Following is the method of use:

In the case of hams, first place a piece of muslin over the shank extending down over the butt on the face of the ham. Wrap in a sheet of glassine paper placed next to the ham, then in one sheet of rag-ham paper. Place in a stockinette bag and tie, so that the ham can be hung from the butt with the shank hanging down.

The ham is then dipped in the special asphaltum preparation. Care must be taken to see that there is no grease or oil on the asphalt coating, otherwise the cover may become sticky. After the asphalt cools and hardens, the hams are dipped in diluted quick-drying black enamel. This gives the coating a fine smooth surface which will not stick to the glassine paper which is wrapped around the coated ham before packing in boxes.

The method of handling bacon is substantially the same.

Sterilizing Curing Vats

What makes curing pickle ferment? A packer having this trouble says:

Editor The National Provisioner:

I would appreciate very much if you could give us some information. We have been using the same pickling vats for 10 years, and up to 8 months ago had no trouble. We put fresh brine in barrels with our hams and after about 30 to 35 days the brine becomes spoiled. The brine smells similar to sour grapes. The hams do not spoil but they are not the way they should be. About every 30 days we wash the barrels in lye water but this does not seem to help.

The vats giving this trouble should be thoroughly washed, sterilized and dried. It is suggested that they be washed with a weak solution of hypochlorite, then placed in the sunlight and let dry out thoroughly.

This should sterilize the vats and remedy the trouble.

What is the method of procedure in making neatsfoot oil? Ask the "Packer's Encyclopedia," the "blue book" of the meat packing industry.

Blood Tongue Sausage

A southern sausagemaker wants to make blood tongue sausage, and asks for instructions. He says:

Editor The National Provisioner:

We have been selling some blood tongue sausage but do not make it. We have been buying it outright, but believe we could prepare this product in our own sausage kitchen. Can you give us formula and directions?

One popular formula for making blood tongue sausage is as follows:

Meats:

125 lbs. hog snouts
15 lbs. hog skins
10 lbs. back fat

150 lbs. meats
10 lbs. beef blood

Use two or three cured hog tongues to each sausage. Cut part of the back fat into thin layers wide enough so that it can be rolled around the tongue to cover it evenly. Be sure the fat is cut thin.

Use beef bungs for containers. Cut them 10 to 12 in. long.

Cook hog snouts and skins well, then grind through fine plate. Then cut balance of back fat into cubes and mix fat cubes and blood together with the ground snouts and skins.

Seasoning and Stuffing.

Add the following seasoning:
9 oz. ground white pepper
1 1/4 oz. ground red pepper
5 oz. marjoram
1 1/2 oz. cloves
3 1/2 lbs. salt
2 lbs. onions

Use enough of the liquor from cooking snouts and skins to thin. Mix well. Stuff by hand. Place tongues in the casing at the time the bung is filled putting them lengthwise in the casing, so that when the sausage is cut it will make a very attractive offering.

Another way to use the tongues is to put them through a head-cheese cutter twice, so the pieces are not too big, and mix with the other ingredients in place of the whole tongues.

Cook blood tongue sausage three to four hours, according to size. When cooked, lay the sausages on the table to cool. In one-half hour turn them over. Lay boards on top with some weight on to press.

Boiler Room Fuel

A southern packer contemplates improvements in his boiler room and wants to know whether steam can be generated more cheaply by stokers or with pulverized coal. He says:

Editor The National Provisioner:

We are planning to rebuild our boiler room and install new boilers. Which will generate steam more cheaply, a stoker or pulverized coal?

It all depends on conditions. In some cases pulverized coal burning equipment can be installed with best results;

in others, stokers. The question cannot be answered in any particular case without a thorough knowledge of the conditions existing and a close examination of all factors involved.

The first cost of the equipment, the volume of steam required hourly, the cost and character of the different grades of coal available, the facilities for handling coal and ashes, the degree of intelligence of the boiler room force, overhead and operating costs, fuel freight rates and many other facts and conditions that would have a bearing in both cases must be taken into consideration and studied.

To make an intelligent decision in a case of this kind is hardly possible by one not trained in the theory and practice of fuel combustion and steam generation. Not a few packers have made costly mistakes in their boiler and engine rooms because they did not give their problems to trained, unbiased men for solution.

But why limit your fuel investigation to methods of burning coal? You are located in a section where oil and gas are plentiful and cheap. It is possible that one of these fuels would be cheaper for you than coal burned on a stoker or in pulverized form. If you are not technically trained, put your problem up to a specialist and let him work it out for you.

Is your question answered here?

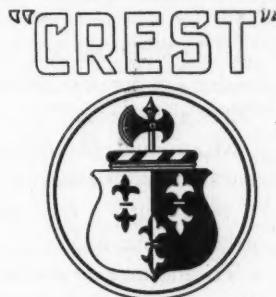
Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

Kingan & Co., Inc., Indianapolis, Ind. For hams, bacon, sliced bacon, sausage and lard. Trade mark: "CREST," with a coat of arms within a double circle. Claims use since about January 1, 1909. Application serial No. 296,651.

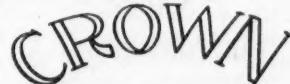


Donelson and Poston, doing business as Better Maid Products Co., Memphis, Tenn. For canned meats—namely, tripe, potted meat, Vienna sausage, cooked brains and cooked compressed corned beef. Trade mark: BETTER MAID. Claims use since June 17, 1923. Application serial No. 268,853.

BETTER MAID

Independent Grocers' Alliance Distributing Co., Chicago, Ill. For nut margarine. Trade mark: I.G.A. Claims use since September 1, 1927. Application serial No. 275,056.

Kohrs Packing Co., Davenport, Ia. For lard, sausage and cottage butts. Trade mark: CROWN. Claims use since about April 1, 1880. Application serial No. 295,679.



John Morrell & Co., Ottumwa, Ia. For canned ham. Trade mark: JIFFY. Claims use since February 1, 1930. Application serial No. 296,763.

JIFFY

TRADE MARKS GRANTED.

The Baltimore Butterine Co., Baltimore, Md. For Oleomargarine. Trade mark: NUX-IE. Filed November 27, 1929. No. 268,975.

Swift & Company, Chicago, Ill. For gelatine. Trade Mark VELOTEX. Filed November 6, 1929. No. 269,339.

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.

ONE MAN'S SALE +

*is Another's
Purchase*

+

"I CLOSED the deal" exults the salesman, tossing a paper onto the sales manager's desk, "Here's the order."

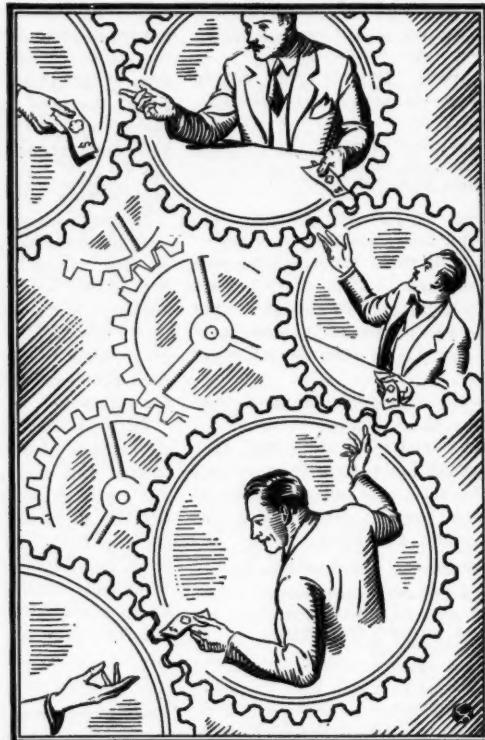
Meanwhile, in another office across the city an executive reports gravely to his chief, "I believe it's a wise purchase. Here's the carbon of our order."

To one man a sale, to the other a purchase; to one firm a receipt, to another a disbursement. And so the world of business clicks along, wheel turning wheel, cog moving cog. Prosperity is born of countless transactions, each involving on the one hand the ability to sell and deliver, and on the other the capacity to buy and use. It is as important to prosperity to stimulate the consuming capacity of the world as it is to encourage its ability to produce.

A large part of the business paper's function is to stimulate this readiness to buy...

to tell its readers of new equipment, new materials, and new processes leading to greater effectiveness in manufacture and distribution.

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In this way the business paper serves a threefold purpose. It serves its readers by the counsel of that true economy which lies in spending money to make money. It serves the world by helping to keep the wheels of business moving, and it serves its advertisers by creating an active market for their wares.

By performing this function it earns the confidence of its readers; it earns its sound, paid, audited circulation, and it earns the dollars of the advertisers who use its pages.

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THE ASSOCIATED BUSINESS PAPERS, INC.
295 MADISON AVENUE . NEW YORK CITY

A Page for the Packer Salesman

Selling the Entire List

Enabled One Salesman to Aid His Customers and Increase Sales

The chain store has made it rather difficult for meat salesmen in some territories to maintain their usual volume of sales.

In a letter published recently on the Salesman's Page of THE NATIONAL PROVISIONER a salesman, in reply to a request for information on how to meet such a situation, told how he made the chain stores his customers.

In the following letter, another meat salesman also tells how he maintained his volume in the face of chain store competition. Salesmen who are up against a similar proposition will be interested in his solution of the problem.

Editor THE NATIONAL PROVISIONER:

The meat industry, we are told, is entering a new merchandising era. Increasing competition of other foods, the growing volume of business going to chain stores, changing consumer buying habits, wrapping and packaging and the advent of frozen cuts in consumer packages, are some of the factors, it is said, that are bringing this about.

Judging from the letters from salesmen, published on the Salesman's Page of THE NATIONAL PROVISIONER, there is considerable apprehension on the part of some salesmen as to what the future has in store for them. There is no need for this uneasiness, I believe.

I make this statement as the result of my experience. Conditions are changing continually and no doubt will continue to change. If they did not there would be little or no progress. It is up to the salesman to change his methods and tactics to fit the conditions as he finds them. And if he has the ability to keep his job as a salesman, he surely has the ability to surmount obstacles when he comes to them.

Added Lines Increased Sales.

During the past several years there has been a rapid increase in the number of chain stores in my territory. There was no opportunity for me to sell these stores as the buying offices were located outside of my territory. This has meant that my sales decreased to the extent that these stores took business from my customers. It was up to me to do something.

Whatever line of reason I took I always came back to the same place.



This was that there were only two things to be done. One was to get new customers, the other to sell more to old customers. The latter possibility did not seem very promising, but when I checked my list against the articles my customers were buying from me the situation took on another light.

It was not difficult to persuade a number of my customers that they should increase their lines to offset the inroads the chains had made on their sales. It is a convenience to customers, these retailers were told, to be able to purchase other foods than meats in the retail meat store. My company also deals in cheese, canned fruits and vegetables, fish, peanut butter, catsup and salad dressings. All of these articles I have on my list.

Selling the Entire List.

I was able under the circumstances to induce quite a few retailers to stock most of these items. And the important thing is that in the large majority of cases their sales of meats began to increase as soon as the other foods were on their shelves. They have found, and I have preached, that the best way to meet chain store competition is to offer a rather complete line of foods, with good service, at reasonable prices.

Occasionally, also, I am able to get my merchandise into new places, so that, everything considered, I have not done so badly. The point is that if a salesman loses business in one direction he must try to make it up in another. And the first thing to do is to check the list carefully against the purchases by the different customers.

It will be found that practically every retailer on the list can use some products that the salesman is not selling him. Specializing on the products the different retailers do not ordinarily buy will help to keep up the volume of sales.

Selling the entire list has always been preached by sales executives, but most of us have been too busy hitting the

high spots to take the order seriously. It is surprising what a few extra sales a day will do for one's totals. Put in some hard work with the object of selling the entire list, and see if this isn't true.

Yours very truly,
PACKER SALESMAN.

SIZING UP THE BUYER.

Meat buyers may be classified as follows: Impulsive, deliberate, indecisive, decisive, talkative, silent, suspicious.

The meat salesman, with a little effort, can classify his customers under these heads. Having done this, it is easy to know how to handle each one.

The impulsive buyer likes action. The sales talk that hits the high spot and closes quickly meets with his favor.

Slow, poised action and manner of speech characterize the deliberate buyer. The salesman who gets furthest with him covers the selling point in detail before attempting to close. The deliberate buyer likes to think things over. Rushing him only arouses his resentment.

Characteristic of the indecisive buyer are an apprehensive expression and vacillating actions. Polite suggestions, such as producing order book, talking deliveries, etc., help him to decide.

The decisive buyer has a confident bearing and expression. The salesman will gain his good will by asking his opinion on all important points. He can be made to sell himself.

Talkative buyers are friendly and communicative. They are handled best by taking the lead through tactful interruptions and so interesting them that they forget their stories and gossip.

The silent buyer may be morose and grouchy or fearful in action and expression. The wise salesman gives this type the full sales talk and drops no hint that there is anything wrong in the buyer's action or conduct.

Suspicious buyers are cynical, sly and cautious. They like to be shown the goods. The salesman can get this type to agree with him if he will agree with some of the buyer's doubts and fears.

SUPER-SALESMANSHIP.

The meat salesmanager came upon his downhearted star salesman contemplating suicide from Brooklyn Bridge.

"Wait," said the sales manager, "before you commit this rash act, talk it over with me for fifteen minutes."

Whereupon the two strolled over to a bench and conversed for fifteen minutes. After which, arm in arm, they walked to the bridge and jumped over together.—Peacock Feathers.

TRADE GLEANINGS

The Western Cotton Oil Co., with plants at Tucson and Phoenix, Ariz., is installing new equipment.

Commerce Oil Mill, Commerce, Tex., is erecting a storage warehouse.

Producers Cotton Oil Co., Fresno, Cal., has purchased the equipment for its new plant, now being erected.

The Alamo Dressed Beef Co., San Antonio, Tex., has let contract for its new building, which will comprise salesroom, cooler and warehouse. Approximate cost, \$10,000.

Central Beef & Provision Co., New York City, has increased its capital stock from \$10,000 to 1,000 shares of no par value.

TRADE PRACTICE RULES.

(Continued from page 22.)

practices is relatively inconsiderable and their conduct has not been imitated or approved by trade associations generally.

Will Punish Illegal Practices.

In this one respect, at any rate, when individuals violate the law they must not expect to justify or excuse their illegal conduct by the adoption of formal resolutions or trade rule. Where these illegal practices exist the Attorney General intends to check them by appropriate legal action. That is his duty. Fairness to the other trade associations, and justice to other business interests as well as to the public generally, require that this duty be firmly and impartially performed.

But in all this there is not cause for anxiety or uncertainty in the business world. There are no revolutionary law policies impending. The number who take chances are relatively few, and those who take chances should not complain of the consequences.

You will agree that no legal proceedings aimed at price-fixing should give the slightest concern to the business world in general and you need have no fear that any conflict of interest exists between the Trade Commission and the Department of Justice. There is no divergence in their aims.

All Working to Same End.

The Federal Trade Commission as well as the Attorney General and his staff desire sane administration of law as well as stability in business conditions. Surely you have the same desire.

I have endeavored to make clear to you the attitude of the Attorney General and at the same time to point out the very distinct limitations which encompass his official activities. With this frank statement to you, we feel that we have a right to expect active cooperation from you.

We ask that your numerous associations use their powerful influence to eliminate these business practices which result in price-fixing by agreement and other practices which lead to illegality.

The anti-trust laws are primarily aimed to protect the economic opportunity of the individual and to promote steadily rising standards of fairness and justice. All of us believe this and surely both as lawyers and as business men we ought to work together to realize this purpose.

The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausages, meats, tallow, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

If you want to keep posted on the markets every day, fill out the coupon below and mail it. Subscription is at the rate of \$1 per week, or \$52 per year, payable in advance:

The National Provisioner,
Old Colony Bldg., Chicago.

Please send me information about the DAILY MARKET SERVICE:

Name
Street
City State

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at New York for the week ended May 23, 1930, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef	34,200 lbs.	
Argentina—Oleo oil	5,419 lbs.	
Brasil—Canned corned beef	3,600 lbs.	
Brasil—Cattle carcasses	2,800 lbs.	
Canada—Calf livers	2,705 lbs.	
Canada—Bacon	1,270 lbs.	
Canada—S. P. ham	4,610 lbs.	
Canada—Sausage	50 lbs.	
Czechoslovakia—Hams	1,298 lbs.	
Germany—Hams	5,016 lbs.	
Germany—Sausage	5,594 lbs.	
Italy—Sausage	4,000 lbs.	
Paraguay—Canned corned beef	22,500 lbs.	

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for January, February, March and April, 1930, with comparisons:

LARD PRODUCED, CONSUMED AND STOCKS

	(A) (1) PRODUCED	1929.	1929.
	Lbs.	Lbs.	Lbs.
January	177,261,000	213,780,000	
February	147,725,000	164,915,000	
March	124,129,000	133,923,000	
April	Not available	137,963,000	
Total for year	Not available	1,763,143,000	

CONSUMED.

	(B) (2) EXPORTS	1930.	1929.
	Lbs.	Lbs.	Lbs.
January	75,186,900	92,261,740	
February	67,576,850	67,898,240	
March	Not available	72,745,182	
April	Not available	60,167,810	
Total for year	Not available	847,857,918	

(C) DOMESTIC.

	1930.	1929.
	Lbs.	Lbs.
January	90,891,010	64,504,251
February	60,109,150	65,821,700
March	Not available	56,267,818
April	Not available	72,758,190
Total for year	Not available	918,339,060

TOTAL.

	1930.	1929.
	Lbs.	Lbs.
January	106,078,000	156,766,000
February	127,686,000	131,718,000
March	131,700,000	129,013,000
April	Not available	132,926,000
Total for year	Not available	1,766,197,000

(D) STOCKS HELD END OF MONTH.

	1930.	1929.
	Lbs.	Lbs.
On hand beginning of year	81,503,000	84,557,000
January	92,976,000	141,571,000
February	112,715,000	174,768,000
March	105,144,000	179,678,000
April	104,881,000	184,705,000

(A) Includes entire production both neutral and other edible, by federally inspected plants and also production, both neutral and other edible by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packinghouse plants only.

(1) Source: U. S. Bureau of Agricultural Economics, Dept. of Agriculture.

(2) Source: U. S. Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States during March, 1930, according to the U. S. Bureau of Foreign and Domestic Commerce, were as follows:

Beef, 227,738 lbs., valued at \$87,616; pork, 1,364,466 lbs., valued at \$475,367; sausage, 107,074 lbs., valued at \$30,198; other canned meats, 335,063 lbs., valued at \$106,349. Total canned meats, 2,034,341 lbs., valued at \$699,530.

Shipments of canned meats from this country to non-contiguous territory during this month were as follows:

Alaska—Beef, 13,081 lbs., valued at \$2,996; sausage, 2,669 lbs., valued at \$684.

Hawaii—Beef, 114,776 lbs., valued at \$29,075; pork, 13,953 lbs., valued at \$5,755; sausage, 15,587 lbs., valued at \$4,593; other canned meats, 75,912 lbs., valued at \$11,930.

Porto Rico—Beef, 2,528 lbs., valued at \$634; pork, 25,695 lbs., valued at \$4,626; sausage, 42,063 lbs., valued at \$11,600; other canned meats, 31,817 lbs., valued at \$3,510.

Provision and Lard Markets

WEEKLY REVIEW

Trade Quiet—Undertone Heavy—Hogs About Steady—Western Run Moderate—Cash Trade Routine—Sentiment Mixed.

The outstanding feature in the market for hog products the past week was a continuance of quiet trading and a heavy undertone, particularly in lard. Selling pressure was not very great, but support was limited, and the market appeared to be following the line of least resistance. Commission house selling and liquidation was rather persistent in small quantities in lard, with discouraged holders apparently disappointed by the market's action and throwing their holdings overboard.

There was rather steady absorption through cash and warehouse interests, apparently partly with the idea of supporting the market. Profit taking was in evidence on the breaks. The lard market again had difficulty in holding the swells, and while showing some stubbornness to pressure at times, eased rather readily under moderate pressure at other times. A barely steady hog market and a moderate cash trade apparently had some influence, although the market paid little or no attention to the irregularity that existed in the grain markets.

The hog market, on the whole, was about steady. The western hog run, comparatively, was moderate, western hog receipts last week totaling 480,200, against 501,900 the previous week and 555,700 a year ago. Neither the moderate run, however, nor the comparatively light stocks, brought about sufficient buying power to check the downward tendency. The bullish features apparently were offset by a moderate cash business, although there appeared to be a fairly good domestic lard business. Foreign trade was spasmodic.

April Lard Exports Off.

In professional quarters, sentiment was rather bearish. While some are looking for an increased run of hogs in the near future, the country appears to be marketing livestock in an orderly fashion. At the same time, there have been some indications the past week or so, of a little improvement in the general business position of the country.

Exports of lard during April were officially placed at 50,045,005 lbs., against 59,143,615 lbs. in April last year. The official exports of lard for the week ended May 17 were 13,920,000 lbs., against 16,667,000 lbs. last year, making total exports January 1 to May 17 285,741,000 lbs., against 321,758 lbs. the same time a year ago. The exports of hams and shoulders, including

Wiltshires, for the week were 2,418,000 lbs., against 1,715,000 lbs. last year; bacon, including Cumbenders, 2,866,000 lbs., against 3,692,000 lbs.; pickled pork, 274,000 lbs., against 362,000 lbs. a year ago.

The average price of hogs at Chicago last week were 10.05c, compared with 10.05c the previous week, 10.80c a year ago and 9.65c two years ago.

The situation as a whole is one where speculative interest in hog products is limited at the moment. This, naturally, has some influence on both fluctuations and the trend, as the buying power sufficient to carry hedges is not in evidence. Hedging pressure, however, has been moderate, and the impression prevails that the bulk of the lard stocks is in strong hands. With the May delivery out of the way, there will be a spell of at least a month when the trade will not have to worry about deliveries on contract. Some look for improvement in the market in the near future, which of course, will depend to some extent upon the producers' attitude in marketing hogs during the coming month.

PORK—The market in the East was dull but steady. Mess at New York was quoted at \$32.00; family, \$34.50; fat backs, \$22.50@26.00.

LARD—Trade was fair, but the market barely steady. At New York, prime western was quoted at \$10.70@10.80; middle western, \$10.55@10.65; city, 10 1/4c; refined continent, 10 1/4c; South America, 11c; Brazil kegs, 12c; compound, car lots, 10 1/4c; smaller lots, 11@11 1/4c.

At Chicago, regular lard in round lots was quoted at May price; loose lard, 82 1/2c under May; leaf lard, 102 1/2c under May.

BEEF—The market was steady with a fair demand in the East. At New York, mess was quoted at \$25.00; packet, \$25.00@26.00; family, \$26.00@27.00; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 39 for later markets.

Better Undertone in Product Markets

Demand for product has shown some improvement during the week and prices have strengthened somewhat. Hog supplies have increased materially over those of a week ago, but are under those of a year ago.

The ham market has shown improvement with a good demand for boiling hams. There seems to be an undertone of strength not only in the product market but in the live market as well. General improvement in demand would be certain to strengthen the position of product materially even with increased hog supplies, as the storage stocks are relatively small.

Still further improvement is shown in the cut-out value of the lighter averages of hogs, although the heavier weights do not show up as well. Quality of the hogs is not quite so good, there being some evidences of grass feed and a little less uniformity in finish.

The cut-out value of four average weights of hogs shows a loss per hog ranging from 78c in the case of the lightest average to \$2.14 in next to the heaviest. This is on the basis of prices shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE of May 28, 1930, and of live hogs at Chicago on the same day.

The following results of the short form hog test on four average weights are figured on the basis of average yields and average costs and credits. Each packer should work out the test according to his own conditions, substituting his average realized price less selling cost of each product and less the cost of processing the product, including shrinkage. These prices will vary in different sections of the country and in different plants in the same section.

Worked out on the above basis, the results are as follows:

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$ 2.03	\$ 2.40	\$ 2.40	\$ 2.40
Picnics	.74	.69	.65	.63
Boston butts	.70	.79	.79	.79
Pork loins	2.32	2.16	1.96	1.76
Bellies	1.98	1.90	.96	.87
Bellies (D. S.)	.....	.....	.68	1.83
Fat backs (D. S.)	.....	.....	.36	.49
Plated and jowls (D. S.)	.14	.16	.16	.20
Raw lard	.17	.19	.10	.10
P. S. lard (round wt.)	1.10	1.35	1.11	1.07
Spare ribs	.34	.12	.12	.12
Lean trimmings	.19	.19	.19	.19
Rough feet	.03	.03	.03	.03
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value	\$10.25	\$10.02	\$ 9.64	\$ 9.61
Total cutting yield	65.50%	66.75%	68.50%	70.00%
Live cost 100 lbs.	\$10.40	\$10.40	\$10.35	\$10.15
Crediting edible and inedible killing offal to the above total cutting value and deducting from this the live cost plus all expenses, the following results are shown:				
Loss per cwt.	\$.46	\$.61	\$.90	\$.68
Loss per hog	\$.78	\$ 1.22	\$ 2.14	\$ 1.95

Meat Production and Consumption Statistics

Meat and livestock production and consumption for February, 1930, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

CATTLE, CALVES, BEEF, AND VEAL

	February.			Total or average, January-February.		
	3-year average, ¹	1929.	1930.	3-year average, ¹	1930.	
Inspected slaughter:						
Cattle, number	645,041	568,622	561,211	1,389,418	1,274,004	
Calves, number	338,579	311,181	329,408	736,805	706,180	
Carcasses condemned:						
Cattle, number	4,946	3,798	4,503	10,469	9,476	
Calves, number	933	709	852	1,839	1,738	
Average live weight:						
Cattle, lbs.	962.00	972.86	975.25	960.41	973.48	
Calves, lbs.	166.26	166.18	164.10	168.24	169.04	
Average dressed weight:						
Cattle, lbs.	520.01	529.00	532.22	516.68	528.37	
Calves, lbs.	97.13	96.70	95.07	97.79	97.50	
Total dressed weight (carcass, not including condemned):						
Beef, M lbs.	332,614	298,843	296,261	712,118	667,557	
Veal, M lbs.	34,294	30,014	31,236	71,904	68,495	
Stocks on hand:						
Beginning of month—						
Fresh beef, M lbs.	63,407	72,117	72,692	65,765	74,961	
Cured beef, M lbs.	23,558	21,873	26,328	23,839	26,490	
End of month—						
Fresh beef, M lbs.	57,387	67,486	69,800	60,397	71,246	
Cured beef, M lbs.	22,793	21,285	25,798	23,175	26,063	
Exports: ² M lbs.						
Fresh beef and veal	235	352	279	502	577	
Cured beef	821	696	650	1,774	1,390	
Canned beef	264	279	204	436	510	
Olive oil and stearin ³	6,487	4,700	5,313	11,963	10,124	
Tallow	348	177	284	662	385	
Imports: M lbs.						
Fresh beef and veal	1,749	2,243	759	3,303	1,661	
Beef and veal, pickled or cured	(*)	396	84	111	271	
Beef, canned	2,323	3,806	2,897	5,656	5,272	
Receipts, cattle and calves ⁴ M.	1,421	1,191	1,326	3,167	2,965	
Price per 100 pounds:						
Cattle, average cost for slaughter	9.32	9.96	8.87	9.31	9.95	
Calves, average cost for slaughter	12.10	13.02	11.69	11.96	12.07	
At Chicago—						
Cattle, good steers	12.90	13.16	14.00	13.24	13.98	
Veal calves	13.45	13.82	11.30	13.35	12.38	
At eastern markets—						
Beef carcasses, good	18.66	18.89	19.95	18.78	20.22	
Veal carcasses, good	22.65	23.34	22.14	22.25	23.26	
HOGS, PORK, AND PORK PRODUCTS.						
Inspected slaughter, No.	4,550,671	4,477,633	4,034,138	9,794,107	9,035,500	
Carcasses condemned, No.	13,271	12,015	11,129	28,003	23,718	
Average live weight, lbs.	230.35	227.89	231.02	228.05	230.15	
Average dressed weight, lbs.	176.29	172.45	175.25	174.08	175.26	
Total dressed wt. (carcass, not incl. con.) M lbs.	798,699	770,006	705,032	1,066,461	1,579,366	
Lard per 100 pounds live weight, lbs.	15.93	16.21	15.89	15.84	15.70	
Storage:						
Beginning of month—						
Fresh pork, M lbs.	187,008	245,798	178,095	152,689	161,886	
Cured pork, M lbs.	567,322	592,482	508,411	472,179	492,160	
Lard, M lbs.	98,036	140,526	92,171	80,696	87,134	
End of month—						
Fresh pork, M lbs.	244,323	291,050	217,942	215,666	198,318	
Cured pork, M lbs.	589,788	633,692	567,622	548,555	538,016	
Lard, M lbs.	124,016	173,864	111,914	111,026	102,042	
Exports: M lbs.						
Fresh pork	929	888	3,035	2,089	5,539	
Cured pork	23,432	24,071	24,783	48,458	51,477	
Canned pork	689	825	1,568	1,266	3,291	
Sausage	565	469	381	1,213	798	
Lard	67,320	67,896	67,577	142,790	142,764	
Imports: M lbs.						
Fresh pork	867	319	135	1,566	332	
Pork, pickled, salted, and other	(*)	199	127	.....	302	
Prepared or pr ^{ed} d hams, shdrds, bacon	200	146	.....	270	.....
Receipts of hams ⁵ M.	4,166	3,922	3,781	9,039	8,501	
Price per 100 pounds:						
Average cost for slaughter	9.90	9.96	10.39	9.81	10.04	
At Chicago—Live hogs, medium weight	10.16	10.37	10.82	10.00	10.33	
At eastern markets—						
Fresh pork loins, 10/15	18.40	18.99	19.88	18.02	20.16	
Shoulders, skinned	15.57	16.15	16.91	15.60	16.08	
Picnics, 6 to 8 lbs.	14.45	15.19	15.45	14.35	15.15	
Butts, Boston style	18.73	19.42	19.80	18.74	19.81	
Bacon, breakfast No. 1, sweet pickle	23.34	20.84	22.90	23.43	22.74	
curc, 8 to 10 pounds	23.21	22.56	23.17	23.17	22.50	
Hams, smoked, No. 2, 12 to 14 lbs.	15.23	13.25	11.71	13.30	11.82	
Lard, hardwood tubs						
SHEEP, LAMB, AND MUTTON.						
Inspected slaughter, No.	1,002,427	953,226	1,187,349	2,140,901	2,412,420	
Carcasses cond., No.	1,345	1,424	1,312	2,738	2,801	
Average live weight, lbs.	88.15	87.82	89.53	86.96	89.04	
Average dressed weight, lbs.	40.93	40.37	41.79	40.50	41.44	
Total dressed weight (carcass, not incl. con.) M lbs.	40,997	38,824	49,564	86,573	99,533	
Storage, fresh lamb and mutton:						
Beginning of month, M lbs.	4,287	4,009	4,667	4,575	4,992	
End of month, M lbs.	3,782	3,252	5,408	4,034	5,038	
Exports, fresh, M lbs.	63	72	101	121	263	
Imports, fresh, M lbs.	321	799	39	390	76	
Receipts of sheep ⁶ M.	1,371	1,543	1,803	3,344	3,706	
Price per 100 pounds:						
Average cost for slaughter	14.16	15.44	10.41	14.33	11.26	
At Chicago—						
Sheep, 84 pounds down	14.94	16.64	11.41	14.44	12.38	
Sheep, mode. to choice	8.59	8.78	5.53	8.18	6.02	
At eastern markets—						
Lamb carcasses, good	25.97	28.87	22.37	25.53	24.58	
Mutton, good	15.59	16.05	12.58	15.38	13.68	

¹1927, 1928, and 1929. ²Including reexports. ³Does not include reexports. Correct figure not available at this date. ⁴Beginning Jan. 1, 1930, lard stearin excluded. ⁵Not reported prior to Jan. 1, 1928. ⁶Public stockyards, Boston only.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended May 24, 1930:

HAMS AND SHOULDERs INCLUDING WILTSHIRES.

	Week ended	Jan. 1,
	May	May
Total	1,875	1,975
To Belgium	13	822
United Kingdom	1,538	1,896
Other Europe	33	487
Cuba	5	60
Other countries	286	50
	65	125

BACON, INCLUDING CUMBERLANDS.

	Week ended	Jan. 1,
	May	May
Total	1,022	2,990
To Germany	30	268
United Kingdom	718	1,712
Other Europe	200	604
Cuba	22	2,925
Other countries	65	251

LARD.

	Week ended	Jan. 1,
	May	May
Total	10,249	14,597
To Germany	2,485	4,424
Netherlands	893	1,007
United Kingdom	2,894	4,827
Other Europe	693	1,566
Cuba	2,703	1,298
Other countries	31	89

PICKLED PORK.

	Week ended	Jan. 1,
	May	May
Total	251	387
To United Kingdom	5	111
Other Europe	7	5
Canada	208	182
Other countries	31	89

TOTAL EXPORTS BY PORTS.

	Week ended	May 24, 1930.	Pickled pork, M lbs.
	Bacon, M lbs.	Lard, M lbs.	Other bacon, M lbs.
Total	1,875	1,022	10,249
Boston	19	2	224
Detroit	1,266	417	939
Port Huron	488	180	1,416
Key West	5	.....	2,563
New Orleans	21	2	716
Philadelphia	76	421	4,335

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
United Kingdom (Total)	1,538	718
Liverpool	840	491
London	400	111
Manchester	55	18
Glasgow	41	68
Other United Kingdom	202	32

Exported to:

Germany (Total)	2,485
Hamburg	2,269
Other Germany	216

ANIMAL GLUE OUTPUT.

Production of glues of animal origin during the first quarter of 1930, as reported to the Department of Commerce, aggregated 29,388,500 lbs., of which amount 15,229,400 lbs. was hide glue, 5,022,900 extracted bone glue and 9,136,200 lbs. other bone glue. Stocks on hand at the end of the first quarter of 1930 amounted to 19,533,100 lbs. of hide glue and 17,039,100 lbs. of bone glue, a total of 36,572,200 lbs. This compares with total stocks of 28,654,000 lbs. at the end of the preceding quarter and 32,520,400 lbs. at the end of the first quarter of 1929.

SALVADOR LARD IMPORTS.

Large increases are reported in the imports of lard into Salvador during 1929 over those of the previous year, the bulk of the product coming from the United States. In 1929 the imports were valued at \$248,123, compared with \$42,363 in 1928, of which \$245,728 and \$88,734 respectively came from the United States.

Tallow and Grease Markets

WEEKLY REVIEW

Jan. 1, '30 to
May 24, 1930.
lbs. M. lbs.
18 51,200
22 822
33 40,785
48 487
60 2,042
75 7,133
NDS.
66 61,833
25 3,946
12 40,713
04 11,616
22 2,925
25 2,633

20 295,960
63 61,447
27 21,000
35 95,567
80 37,864
34 32,496
47 47,607

74 11,803
10 1,146
739
16 3,094
48 6,914

Pickled
pork.
lbs. M. lbs.

3 251
24 9
39 40
19 184
33 6
16 25
35 5
56 7

d. Bacon,
M. lbs.

18 718
10 491
90 111
55 18
11 66
32 32

Lard
M. lbs.

2,485
2,269
216

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How Does Vitamine Content Affect Sales of Margarine in Foreign Countries?

Influence of vitamine content on the sale of margarine in the United Kingdom and on the Continent is thought to be negligible, although some vitamines are being added and experimental work along this line is being done in some countries.

Only one manufacturer in Great Britain at the present time is known to be making a vitamine-content margarine, which he guarantees to be equal to the best grade of butter in nutritive qualities. Many of the smaller producers have put on the market margarines containing ingredients used solely to add vitamines.

Summing up the vitamine situation in relation to margarine abroad, E. L. Thomas, specialist in meats, fats and oils in the U. S. Department of Commerce, comments as follows on this subject in his bulletin "The Margarine Industry of Europe."

Natural Margarine Preferred.

It is the consensus of the industry in Great Britain that the artificial incorporation of vitamines has not increased sales to any extent, and the largest churner in Europe has expressed the opinion that the consumer does not desire such a product, but rather a natural margarine.

Many German manufacturers are offering margarines said to contain adequate quantities of vitamines A and D. The source of these vitamines is not definitely known. Egg yolk has the required vitamines, and soya lecithin, claimed to be equal to egg yolk, is being manufactured in Germany and is reputed to be much cheaper than egg yolk. No appreciable increase in the sale of margarine has been ascribed as yet to the vitamine innovation.

Dutch Concerns Experimenting.

Some brands of Danish margarine contain vitamines introduced into the product to supplement the natural vitamine content, but experimental work is still going forward in this field.

Some of the concerns in Netherlands

affiliated with the Margarine Union have attempted to create consumer demand for vitamine-content margarines through advertising, but these trial efforts are said to have been unsatisfactory. Laboratory research into the problem is still being conducted.

One of the larger Norwegian churners has put on the market a full line embracing all grades of vitamine-content margarines and another is advertising its brands as containing vitamines. Nothing has been disclosed of the process, which remains a well-guarded secret.

The firm first mentioned has a staff of expert chemists engaged in research. In view of the prevailing opinion in Norway that margarine consumption is probably at its peak, it is hardly possible to increase sales, the object of the manufacturers being apparently to endeavor to stimulate a demand for the improved product.

Cod Liver Oil Added.

Swedish producers are experimenting with processes to add vitamines, and about 2 or 3 per cent of Swedish margarine now contains cod-liver oil to supply vitamines A and D. Churners have found that a certain prejudice on the part of the consumer has developed by reason of the difference in taste imparted by vitamines, but this is said not to have affected its sale, because the class of trade buying margarine of this type is convinced of its beneficial qualities.

Thus far adding vitamines to margarines has been confined to vegetable-fat products, the sale of which has not expanded to any extent up to the present because of its added vitamine value.

No vitamine-content margarine of domestic origin has made an appearance on the market in France. French churners appear to have some trepidation in venturing into that field and doubt the success of a campaign to launch such margarine because of the much greater popularity of butter in France.

There has been little or no practical application of the principles of adding vitamines in the manufacture of margarine in Belgium so far as is known, although some experimentation has been undertaken. Manufacturers acknowledge a general lack of information on the subject and state that considerable research will be necessary before satisfactory results can be achieved.

The first section of this bulletin was reviewed in THE NATIONAL PROVISIONER of April 13, 1930; the second article appeared in the issue of May 3.

The fourth and last article relating to sales methods and legislative measures of margarine in Europe, will appear in an early issue.

MARGARINE MAKERS ELECT.

Many subjects of considerable importance to the industry were discussed at the annual convention of the Institute of Margarine Manufacturers, held in Washington, D. C., May 22, 23 and 24. Among these were the campaign in dairy states against the sale and use of margarine, the manufacture of products naturally tinted, the sale of cooking compounds resembling butter, advertising and educational plans and possible new sources of raw material. No action was taken on any of these matters; they were referred to the executive committee.

The following officers were elected: President, C. A. Barnum, Durkee Famous Foods, Inc., Elmhurst, L. I.; vice-president, J. J. Wilke, Wilson & Co., Chicago; second vice-president, Jay Gould, Best Foods, Inc., New York City. These three officers, together with H. H. Kamsler, Armour and Company, Chicago; E. P. Kelly, Capital City Products Co., Columbus, O.; W. M. Steele, John F. Jelke Co., Chicago; B. S. Pearsall, B. S. Pearsall Butter Co., Elgin, Ill.; W. C. Potter, Swift & Company, Chicago, and H. F. Evans, Cudahy Packing Co., Chicago, comprise the new executive committee. Dr. J. S. Abbott continues as secretary-treasurer.

TO TAX IMITATION BUTTER.

Favorable action is expected in the U. S. Senate on the bill to extend the definition of oleomargarine to include certain vegetable compounds for the purposes of taxation. This bill is now unfinished business before the senate, and action without great delay is looked for. The bill is designed to include certain imitation butter products now on the market which do not come under the oleomargarine act. It passed the house of representatives as the Haugen bill.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 27, 1930.—Extra tall-low, f.o.b. seller's plant, 6c lb.; Manila cocoanut oil, tanks, New York, 6%@6%c lb.; Manila cocoanut oil, tanks, Coast, 6%c lb.; Cochin cocoanut oil, barrels, New York, 9@9%c lb.

P. S. Y. cottonseed oil, barrels, New York, 10%@10%c lb.; crude corn oil, barrels, New York, 9%@9%c lb.; olive oil foots, barrels, New York, 7%@7%c lb.; 5 per cent yellow olive oil, barrels, New York, 75@80c gallon.

Crude soya bean oil, barrels, New York, 11@11%c lb.; palm kernel oil, barrels, New York, 9@9%c lb.; red oil, barrels, New York, 10%@11c lb.; Nigre palm oil, casks, New York, 7@7%c lb.; Lagos palm oil, casks, New York, 7%@7%c lb.; glycerine, soap-lye, 6%@6c lb.; glycerine, C. P., 13%@14c lb.; glycerine, dynamite, 10%c lb.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
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Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Undertone Heavy—
July at New Lows—Cash Trade
Better—Crude Steady—Weather
South Favorable—Lard Weak—Sen-
timent Divided.

The feature in cotton oil futures on the New York Produce Exchange the past week was a continuance of a moderate volume of trading and a downward trend. The undertone was rather heavy, with the July delivery selling into new low ground for the season. The spot position was quiet, being well evened up by further deliveries of 1,000 bbls. on May contracts, making 2,400 bbls. for the month. July was under pressure of liquidation and transferring of long accounts to the futures and to the new contracts.

Cotton house brokers and interests with southern wire connections were the best sellers of the nearby deliveries. They bought the deferred positions moderately. On the other hand, buying in July was mainly by brokers with refiners' connections, although some commission house absorption appeared to be under way on scale-down orders. The local element was on the selling side at times, but were taking small profits and showed a tendency to keep close to shore.

On the whole, prices fluctuated over narrow limits, but the market displayed little or no rallying power. The news, in the main, was against values. While there was some improvement in cash oil trade, the heaviness in the lard market and rather satisfactory weather conditions in the south served to keep down buying power and, at the same time, induced some selling and liquidation.

There was little or no hedge pressure on the market. The smallness of speculative buying power, as well as the lack of leadership on either side, accounted, more or less, for the limit-

ed fluctuation and kept the market in a rut. Sentiment, however, appeared to be a little more fixed.

Carryover a Factor.

The professional element, in the main, continued bearish and were stressing anything of a bearish character. Some of the commission houses were advising scale-down purchases and expressing the belief that the market was within striking distance of the probable lows.

There was more or less discussion of the probable carryover at the end of the season. Some are looking for considerably smaller figures than a year ago, while others believed the carryover is dependent entirely upon the volume of seed receipts after May

1. There was improvement in cash oil demand during the week, and some reported fair consumer absorption, others stated that compound producers, having contract oil bought ahead, ordered out considerable oil from refineries this week, so that the trade was a little more optimistic on the probable May consumption.

Some were guessing May distribution at 275,000 to 300,000 bbls., compared with about 298,000 bbls. in May last year. Should the consumption the present month reach such figures, there is little question but what the next government statistical report will make a rather bullish showing.

Small Acreage Decrease Predicted.

Statistics for the past few months have had very little influence upon the market, and received little more than passing attention owing to the professional character of the market. The local element was more interested in what the cotton acreage will prove to be and impressed by what is regarded as a favorable new crop start.

Private estimates on the acreage decrease range from 2 to 7 per cent thus far, or an average decrease of around 3 per cent. Such a decrease is not very important unless the crop experiences considerable adverse weather during the growing season. To date, there has been a noticeable lack of boll weevil complaints, although boll weevil has been mentioned from one or two points this week, though not in a serious way. The fact that some weevil emerged during the cold weather creates the impression that future weather conditions will determine whether or not the weevil are to cut much figure during the coming season.

A moderate business in crude oil has been passing at 7½c in the Valley, while a little Texas crude was said to have sold at 7½c. The turnover, however, was not large, while in the Southeast 7½c was bid, with no particular business passing.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 29, 1930.—The market is quiet and trading in cotton oil is extremely dull. The tendency is lower. Crude sales, 7½c in the Valley; quotations nominal in other directions. Traders are awaiting developments in the new crop. Wide fluctuations are expected as stocks are light and any demand will likely lift prices sharply.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 29, 1930.—Prime cotton seed nominal; prime crude oil, 7@7½c; 43 per cent cake and meal, \$39.00; hulls, \$13.00; mill run linters, 2@3½c.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 29, 1930.—All markets are very dull and quiet. Crude cottonseed oil, 7½c; 41 per cent protein cottonseed meal, \$36.50; loose cottonseed hulls, \$7.00. Weather is cloudy and hot.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

COTTONSEED OIL—Market transactions at New York:

Friday, May 23, 1930.

Old	Range	Closing
	Sales. High. Low. Bid. Asked.	
Spot	870 a	870
May	865 a	890
July	1800 881 878	879 a 880
Sept.	400 901 901	901 a 901
Oct.	901 a	903
New		
Nov.	835 a	848
Dec.	842 a	848
Jan.	844 a	850
Feb.	848 a	860
Mar.	865 a	871
Apr.	870 a	880

Sales, including switches, Old 2,200 bbls., New Contracts. Crude S. E. 7 1/4c Bid.

Saturday, May 24, 1930.

Old	Range	Closing
	Sales. High. Low. Bid. Asked.	
Spot	870 a	870
May	865 a	890
July	200 878 878	878 a 880
Sept.	900 a	901
Oct.	500 900 900	900 a 900
New		
Nov.	835 a	848
Dec.	843 a	848
Jan.	843 a	850
Feb.	848 a	858
Mar.	867 a	871
Apr.	869 a	878

Sales, including switches, Old 800 bbls., New NIL Contracts. Crude S. E. 7 1/4c Bid.

Monday, May 26, 1930.

Old	Range	Closing
	Sales. High. Low. Bid. Asked.	
Spot	865 a	865
May	100 865 865	860 a 870
July		860 a 875
Sept.	1500 879 875	875 a 876
Oct.	100 890 890	885 a 890
New		
Nov.	832 a	848
Dec.	842 a	841
Jan.	840 a	847
Feb.	845 a	848
Mar.	867 a	864
Apr.	865 a	867

Sales, including switches, Old 800 bbls., New NIL Contracts. Crude S. E. 7 1/4c Bid.

Sales, including switches, Old 2,100 bbls., New 8 Contracts. Crude S. E. 7 1/4c Bid.

Tuesday, May 27, 1930.

Old	Range	Closing
	Sales. High. Low. Bid. Asked.	
Spot	865 a	865
May		860 a
July	3000 874	872 873 a
Sept.	1600 893	890 893 a
Oct.	600 894	892 a 893
New		
Nov.	835 a	842
Dec.	838 a	840
Jan.	840 a	845
Feb.	842 a	848
Mar.	857 a	863
Apr.	860 a	870

Sales, including switches, Old 5,200 bbls., New 1 Contracts. Crude S. E. 7 1/4c Bid.

Wednesday, May 28, 1930.

Old	Range	Closing
	Sales. High. Low. Bid. Asked.	
Spot	870 a	870
June		865 a 885
July	873 a	873 a 874
Aug.		880 a 890
Sept.	893 a	893 a 894
Oct.	895 a	893 a
Nov.		875 a 880
Dec.	885 a	880 876 a 880

See page 39 for later markets.

COCOANUT OIL—A fairly good business passed during the week, and the market was steady as consumers' demands were satisfied. Offerings were rather steadily held. At New York, tanks were quoted at 6 1/4@6 1/4c, while at the Pacific Coast, nearby tanks were quoted at 6 1/4c; July forward, 6 1/2c.

CORN OIL—Demand was rather quiet, and the market easier, with offerings fair at the lower levels. At New York, prices were quoted at 7 1/4c f.o.b. mills.

SOYA BEAN OIL—Trade was flat and the market continued in a nominal position, with domestic f.o.b. mills, quoted at 8 1/4@8 1/2c. Pacific Coast tanks were quoted at 8 1/2@9c.

PALM OIL—There was a moderate demand for nearby oil, offerings of which were scarce due to light available supplies. Interest in shipment oil was moderate, and the market on the whole was easy. At New York, spot Nigre was quoted at 6 1/2@6 1/4c; shipment Nigre, 5 1/4@5 1/2c; spot Lagos, 6 1/4c; shipment Lagos, 6@6 1/4c.

PALM KERNEL OIL—Demand remained limited owing to relative cheapness of competing oils, but prices were quoted steadily, with New York spot tanks 7 1/2@7 1/4c and bulk oil 6 1/4c c.i.f.

OLIVE OIL FOOTS—Demand continued rather quiet, and the market was barely steady. Spot and nearby ship-

ment foots, New York, were quoted at 6 1/2c.

RUBBERSEED OIL—Market 9 1/2c nominal.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Demand was quiet but offerings limited. Store oil was held at July price. Southeast crude, 7 1/4c bid; Valley, 7 1/4c nominal; Texas, 7 1/4c sales.

NEW ORLEANS OIL MARKETS.

(Special Report to The National Provisioner.)

New Orleans, La., May 26, 1930.—

Operations in the cottonseed oil market during the past week have been of moderate proportions. The decline in old crop months was due largely to liquidation and a slackening demand for refined oil.

Interest in new crop contracts was at a standstill, bids and offers being influenced mostly by crop advices together with acreage estimates, which range from a decrease of 2.9 per cent to 4 per cent. The later months were off about 40 points.

Lard declined about 12 1/2 points on the week, brought about by the liquidation of old contracts in July by commission houses. The comparatively low price and firm position of lard, with stocks less than half what they were last year, should not be lost sight of by the trade and outsiders in considering the opportunities offered buyers in cottonseed oil, especially in the late months.

July corn showed a slight decline, with the late months unchanged.

Refined oil remained quiet with prime summer yellow quoted at 7.85 cents.

Crude continued dull and featureless, Texas and Valley closing at 7.12 1/2c bid and Southeast 7.25c bid.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, May 29, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening. Per lb.

North and Northeast:	
Carlots, 26,000 lbs.	@11
3,500 lbs. and up.	@11 1/4
Less than 3,500 lbs.	@11 1/4

Southeast:	
3,500 lbs.	@10 1/2
Less than 3,500 lbs.	@11 1/4

Southwest:	
Carlots, 26,000 lbs.	@10 1/2
10,000 lbs. and up.	@10 1/2
Less than 10,000 lbs.	@11 1/4

Pacific Coast:	
Salad Oil.	@11 1/4

North and Northeast:	
Carlots, 26,000 lbs.	@10 1/2
5 bbls. and up.	@11 1/4
1 to 4 bbls.	@11 1/4

South:	
Carlots, 26,000 lbs.	@10 1/2
Less than carlots.	@11 1/4

Pacific Coast:	
Cooking Oil—White.	@10 1/2
1/2c per lb. less than salad oil.	@11 1/4
Cooking Oil—Yellow.	@10 1/2

HULL OIL MARKET.

Hull, England, May 28, 1930.—(By Cable.)—Refined cottonseed oil, 31s; Egyptian crude cottonseed oil, 28s 6d.

The Procter & Gamble Co.
refiners of all grades of

COTTONSEED OIL

PURITAN—Winter Pressed Salad Oil
BOREAS—Prime Winter Yellow
VENUS—Prime Summer White
STERLING—Prime Summer Yellow
WHITE CLOVER—Cooking Oil
MARIGOLD—Cooking Oil
JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines (50°-60° tire)

COCONUT OIL
MOONSTAR—Cocoanut Oil
P & G SPECIAL—(hardened) Cocoanut Oil

General Offices, Cincinnati, Ohio
Cable Address: "Procter"

The Edward Flash Co.
17 State Street
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks

COTTON OIL FUTURES
On the New York Produce Exchange

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THURSDAY'S CLOSINGS

Provisions.

Provisions were quiet and barely steady the latter part of the week. Trade was mostly switching, with lard fluctuations small. Cash trade, moderate; hogs fairly steady.

Cottonseed Oil.

Cotton oil dull due to the holiday market; weather satisfactory; some unfavorable rains in the West. Southeast Valley crude, 7½@7¾c; Texas, 7c bid. Cash trades slow.

Quotations on cottonseed oil at New York Thursday noon were: Old contract—June, \$8.67; July, \$8.73; Sept., \$8.92; Oct., \$8.92@8.95; Dec., \$8.75@8.80.

New contract—Dec., \$8.38; Jan., \$8.37@8.45; Feb., \$8.40@8.50; March, \$8.50@8.56; Apr., \$8.50@8.65.

Tallow.

Tallow, extra, 6s asked.

Stearine.

Stearine, oleo, 8¾c.

THURSDAY'S GENERAL MARKETS.

New York, May 29, 1930.—Lard, prime western, \$10.70@10.80; middle western, \$10.55@10.65; city, 10½c; refined continent, 10¾c; South American, 11c; Brazil kegs, 12c; compound, 10¾@11c.

BRITISH PROVISION MARKETS.

(By Cable to The National Provisioner.)

Liverpool, May 29, 1930.—General provision market continued dull with very limited trade. Demand moderate for hams, spot market firm. Picnics and square shoulders in poor demand, lard fair.

Thursday's prices were as follows: Hams, American cut, 92s; Liverpool shoulders, square, 84s; hams, long cut, 98s; picnics, none; short backs, 84s; bellies, clear, 83s; Canadian, 89s; Cumberland, 88s; Wiltshires, none; spot lard, 54s.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet during the week ended May 24, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 748 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 88,000, at a top Berlin price of 14.06 cents a pound, compared with 73,000, at 15.14 cents a pound, for the same week of last year.

The Rotterdam market was weak. Demand was poor and prices were decreasing slightly.

The market at Liverpool was rather quiet. Consumptive demand was poor.

The total of pigs bought in Ireland for bacon curing was 16,000 for the week, as compared with 14,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending May 23, 1930, was 85,000, as compared with 80,000 for the corresponding week of last year.

The Week's Closing Markets

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, May 28, 1930.—The local fertilizer markets are rather quiet this week, with little interest being shown by either the fertilizer or feeding buyers.

Fish scrap is being offered at \$4.25 and 10c f. o. b. Chesapeake Bay points, with sales reported at this figure.

Nitrate of soda is moving a little more freely, and the demand is from buyers who want to use this material for top dressing.

Cracklings are a little bit easier in price with buyers showing a disposition to hold off purchasing.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended May 24, 1930, amounted to 5,421 metric tons, compared with 4,253 metric tons for the same period of 1929.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 28, 1930, show exports from that country were as follows: To England, 123,970 quarters; to the Continent, 6,672 quarters.

Exports of the previous week were as follows: To England 88,677 quarters; to the Continent, 29,983 quarters.

CZECH MEAT CONSUMPTION.

Per capita consumption of meat and lard in Czechoslovakia in 1928, the latest year for which figures are available, amounted to 79.03 lbs. Of this amount 12.5 lbs. is hog lard and .09 lb. other lard. Tallow consumption amounted to 2.2 lbs. and total meat consumption to 64.24 lbs. This includes pork consumption of 27.52 lbs. and beef consumption of 28.84 lbs.

Livestock slaughter in Czechoslovakia in 1928 totaled 6,452,000 animals, compared with 5,946,000 in 1927 and 6,004,000 in 1926. These totals include 3,840,000 hogs in 1928, 3,478,000 in 1927 and 3,594,000 in 1926.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 28, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (700 lbs. up):				
Choice	\$19.00@21.00	\$19.50@20.50	\$20.00@21.50	\$20.00@21.00
Good	17.50@19.00	18.50@19.50	18.50@19.50	18.00@19.50
STEERS (550-700 lbs.):				
Choice	19.00@21.50	.....	20.50@21.50	20.00@22.00
Good	17.50@19.00	.....	18.50@20.00	18.00@19.50
STEERS (500 lbs. up):				
Medium	15.50@17.00	17.50@18.50	17.50@18.50	17.00@18.00
Common	14.50@15.50	16.50@17.50	16.50@17.50	.....
STEERS (1):				
Yearlings (300-550 lbs.):				
Choice	19.50@21.50	.....	20.00@22.50	.....
Good	17.50@19.50	.....	18.50@20.00	.....
Medium	15.50@17.50	.....	.....	.....
COWS:				
Good	15.00@16.00	16.50@17.00	17.00@18.00	15.00@16.00
Medium	14.00@15.00	15.50@16.50	15.50@16.50	14.00@15.00
Common	13.00@14.00	15.00@15.50	14.00@15.00	13.00@14.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	20.00@22.00	21.00@23.00	22.00@25.00	19.00@21.00
Good	18.00@20.00	19.00@21.00	21.00@23.00	18.00@19.00
Medium	15.50@18.00	16.00@19.00	19.00@22.00	15.00@17.00
Common	13.50@15.50	14.00@16.00	17.00@19.00	13.00@15.00
Fresh Lamb and Mutton:				
SPRING LAMB:				
Good-Choice	22.00@25.00	24.00@26.00	25.00@27.00	24.00@26.00
Medium	20.00@22.00	22.00@24.00	23.00@25.00	21.00@24.00
Common	18.00@20.00	20.00@22.00	22.00@24.00	.....
LAMB (38 lbs. down):				
Choice	20.00@22.00	22.50@24.00	22.00@23.00	.....
Good	19.00@21.00	20.00@22.00	21.00@22.00	22.00@23.00
Medium	17.00@19.00	18.00@20.00	20.00@21.00	19.00@21.00
Common	15.00@17.00	18.00@20.00	17.00@20.00	.....
LAMB (39 lbs. up):				
Choice	20.00@22.00	22.50@24.00	21.00@23.00	22.00@23.00
Good	19.00@21.00	20.00@22.00	20.00@21.00	21.00@22.00
Medium	17.00@19.00	18.00@20.00	19.00@20.00	19.00@21.00
Common	15.00@17.00	17.00@19.00	17.00@19.00	.....
LAMB (46-55 lbs.):				
Choice	19.00@21.00	21.50@23.00	20.00@22.00	.....
Good	18.00@20.00	21.00@22.00	18.00@20.00	.....
MUTTON (Ewe) 70 lbs. down:				
Good	10.00@12.00	13.00@14.00	12.00@13.00	12.00@13.00
Medium	9.00@10.00	11.00@12.00	10.00@12.00	11.00@12.00
Common	8.00@ 9.00	10.00@11.00	9.00@10.00	10.00@11.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	23.00@25.00	24.50@26.00	26.00@28.00	24.00@26.00
10-12 lbs. av.	22.00@24.00	24.50@25.50	25.00@26.00	23.00@25.00
12-14 lbs. av.	21.00@23.00	23.50@24.50	23.00@24.00	22.00@24.00
16-22 lbs. av.	19.00@20.00	21.00@22.00	20.00@21.00	20.00@21.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	16.00@17.00	.....	16.00@18.00	16.00@17.50
PICNICS:				
6-8 lbs. av.	15.50@16.50	.....	15.00@16.00	.....
BUTTS, Boston Style:				
4-8 lbs. av.	20.00@22.00	.....	19.00@23.00	19.00@20.00
SPARE RIBS:				
Half Sheets	12.00@15.00	.....	.....	.....
TRIMMINGS:				
Regular	9.50@10.00	.....	.....	.....
Lean	18.50@22.00	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

Bedding Livestock Cars

By L. D. Kingsbury, Field Service Director, Ohio Livestock Cooperative Association.

The bedding of live stock cars is a very important part of the shipping of live stock. There never is an occasion when a live stock car should not be bedded, but there are plenty of cases where a bare floor would be preferable to the kind and amount of bedding that is used.

There are several important points to be considered in the bedding of live stock cars.

1. The kind—which will be directly affected by the cost, availability and the season.

2. The quantity—which will be directly affected by the cost-necessity and the season.

The first point—kind as affected by cost: We must remember that since the shipper furnishes the bedding he will use the cheapest kind.

Suitable Bedding Is Necessary.

Regardless of season a shipper, especially one who only ships occasionally, usually uses the cheapest bedding. This may or may not be a suitable bedding for that season. For instance, a heavy manure bed which is cheap might get by during the cold winter months, but certainly wouldn't during the warm months. The same is true of shavings, sawdust, or fodder. In the same manner he might use a light sand bedding during the winter months because it happens to be in the car or is cheap.

Such haphazard practice in the bedding of cars is usually costly from the standpoint of shrinks and losses.

Kind as affected by availability next merits our consideration. The shipper will use the kind of bedding most readily available, because of convenience and because the cost will of necessity be less. We cannot expect a shipper to purchase and use lake sand if limestone screenings are more easily and cheaply obtained.

Where Economy Was Costly.

Third, kind as affected by season: It is an undisputable fact that straw or manure bedding should not be used in bedding cars in warm or hot weather. For hogs a bedding that will hold moisture a maximum time, and that will furnish a secure footing, should be used in all cases.

Numerous instances of improper bed-

ding come to the attention of those connected with shipping work. Shavings, sawdust, straw, manure or cut fodder is often used for bedding hogs during warm weather. If water is added the animal heat, of hogs particularly, will cause the bedding to heat and give off ammonia fumes that are fatal to hogs.

It must be an awful death to be broiled, steamed, stewed or cooked in ammonia. How would you like to be cooked alive in ammonia? You'd want a clothes pin over your nose.

A case comes to my mind where 4 single decks of heavy hogs (250 to 400 pounds) were loaded in shaving bedded cars during the month of August. It so happened that the hogs were showered frequently en route, but the four cars yielded 55 dead hogs at the unloading chute.

This was cheap bedding at the start, but awfully high-priced at the finish.

Quantity Depends on Season.

The question of quantity is also an important one. Quantity should be directly regulated by the season.

A satisfactory summer bed is not enough for winter requirements. A straw bed for the shipping of calves during the summer need only be deep enough to furnish a secure footing and keep the animals clean, while for winter the bed should be deeper enough to afford some protection from the elements.

The quantity of bedding will be held to a minimum because of the cost. The shipper will use the smallest amount that looks to him like it might possibly do.

Bedding Recommendations.

By observing the mistakes made far too often in bedding live stock cars, I have reached the conclusion that some good might come out of a list of definite recommendations made to every one interested in keeping preventable livestock losses down to a minimum. Every one handling the livestock has his share of responsibility in seeing that it has a proper bed and dead animals reflect on each to a degree. The better each acquires himself of this responsibility the less losses all of us will have to suffer.

My recommendations are as follows,

and are made to cover the responsibility each person or agency having anything to do with the loading or transportation of livestock must share.

1. That the railroads furnish only clean or sand-bedded cars during the summer season. During the summer months deep straw or manure-bedded cars should never leave the railroad yards without first being cleaned and disinfected. During the winter months light straw-bedded cars should be returned for loading.

2. In case the shipper wants a bedded car he should so state when he orders the car. The carrier should furnish this bedding at actual cost of stocking and placing, because it is to his interest to have cars properly bedded.

3. Straw bedding should be used the year around for cattle, calves and sheep. While sand bedding does furnish good footing and is cooler, you can readily see that the sand will work into the wool of sheep, and materially degrades the appearance of the animal and detracts from its sales value.

Straw is better for cattle and calves than sand, because sand wet with the

Continued on page 45.)

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended May 24, 1930, were 3,432,000 lbs.; previous week, 4,955,000 lbs.; same week last year, 3,363,000 lbs.; from January 1 to May 24 this year, 86,540,000 lbs.; same period a year ago, 82,098,000 lbs.

Shipments of hides from Chicago for the week ended May 24, 1930, were 2,495,000 lbs.; previous week, 3,062,000 lbs.; same week last year, 3,997,000 lbs.; from January 1 to May 24 this year, 74,113,000 lbs.; same period a year ago, 89,374,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended May 24, 1930, were as follows:

May 24, 1930	63,380	66,230	18,182
May 17, 1930	60,230	15,620	4,086
May 10, 1930	21,576	1,068	28,149
May 3, 1930	26,915	46,265	2,111

To date, 1930..... 847,510 415,640 304,397

May 25, 1929..... 11,686 5,314 1,837

May 18, 1929..... 69,125 2,000 36,771

To date, 1929..... 525,721 118,997 251,573

FEBRUARY BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in February, 1930, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

	Average wt. per animal.		Per cent of live weight.		Production						
	Feb. 1, 1929, to Jan. 31, 1930.	Feb. 1, 1930.	Feb. 1, 1929, to Jan. 31, 1930.	Feb. 1, 1930.	Feb. 1, 1929, to Jan. 31, 1930.						
Edible beef fat ¹	38.50	40.81	4.04	4.18	318,537	25,726	23,330	22,710	88,31	147,725	93,70
Edible beef offal	31.37	33.31	3.29	3.42	238,562	19,515	17,760	18,544	92,02	147,627	94,02
Cattle hides	62.84	64.58	6.58	6.62	521,732	43,187	36,075	36,243	83,02	111,243	83,02
Edible calf fat ¹	1.43	1.19	.80	.73	6,229	505	577	591	77,43	77,43	77,43
Edible calf offal	7.22	7.30	4.05	4.45	31,597	2,406	2,204	2,398	99,67	104,204	99,67
Lard ²	36.30	36.72	15.63	15.89	1,726,614	157,663	164,915	147,725	93,70	147,725	93,70
Edible hog offal	7.36	7.37	3.17	3.19	349,922	20,095	31,081	29,650	113,62	113,62	113,62
Pork trimmings	14.72	13.88	6.33	6.01	697,671	52,018	62,697	55,839	107,35	107,35	107,35
Inedible hog grease ³	2.73	2.76	1.18	1.19	130,328	11,974	11,731	11,134	92,98	92,98	92,98
Sheep edible fat ⁴	1.98	2.11	2.39	2.36	27,822	2,447	2,360	2,503	102,29	102,29	102,29
Sheep edible offal	2.00	2.16	2.02	2.41	29,395	1,978	2,151	2,562	129,32	129,32	129,32

¹ Unrendered.

² Rendered.

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Hide and Skin Markets

Chicago.

PACKER HIDES—Another advance of $\frac{1}{2}$ c was paid in the Chicago packer market for native steers this week. The advance appeared first in the eastern market and was quickly followed by the movement of a fair quantity in this market at the same figure. One packer sold a few January forward branded steers earlier at last week's prices, also some branded cows at unchanged price for May take-off. However, all packers have been generally holding firmly for another $\frac{1}{2}$ c advance on all descriptions for current take-off and have, in fact, been very slow to offer out hides with the exception of one packer who did not participate to any great extent in the movement about ten days ago. The total movement for the week so far was only about 25,000 hides. There is a good demand at the old prices, which are freely bid, and any further upturn in the market is expected to show up first in branded steers. The dull situation in the leather market continues to be the most depressing factor.

Spready native steers quoted 16@ $1\frac{1}{2}$ c, nom. About 18,000 native steers moved this week at 15c for heavies, May take-off, or $\frac{1}{2}$ c over last week. Extreme native steers last sold at 13 $\frac{1}{2}$ c.

Butt branded steers last sold at 14 $\frac{1}{2}$ c, and Colorados at 14c, for current take-off; these prices are freely bid, and $\frac{1}{2}$ c higher asked. However, one packer moved 3,000 winter quality butts and Colorados, dating January forward, at the bid prices. Heavy Texas steers last sold at 14 $\frac{1}{2}$ c, light Texas steers at 13 $\frac{1}{2}$ c, and extremes light Texas steers at 12 $\frac{1}{2}$ c; these prices since declined, asking $\frac{1}{2}$ c more.

Last trading in heavy native cows was at 12 $\frac{1}{2}$ c, and light native cows at 13c; $\frac{1}{2}$ c more asked here. One packer sold 5,000 May branded cows early at 12 $\frac{1}{2}$ c, steady; others asking $\frac{1}{2}$ c more.

Native bulls quoted 9@9 $\frac{1}{2}$ c, nom., and branded bulls 8@8 $\frac{1}{2}$ c, nom., with last trading in November forward at the inside figures.

The South American market was firm to a shade stronger. Last sales were 12,000 Argentine frigorifico steers at \$35.00 gold, equal to 14 15/16c, c.i.f. New York, as against \$34.75 or 14 $\frac{1}{2}$ c paid late last week. Sales of 1,000 Artigas and 4,000 Nacionales also reported equal to 15 3/16c, as against 15c paid last week.

SMALL PACKER HIDES—Local small packers cleaned up their May productions earlier, with last trading at 12 $\frac{1}{2}$ c for all-weight native steers and cows and 12c for branded. Some inquiries reported for June hides, but killers are awaiting further action on a good scale in the big packer market before offering. Meantime, the market is nominally at least $\frac{1}{2}$ c over prices obtained for May hides.

Trading last week in the Pacific Coast market about cleaned up that market to end of April, with last sales of straight Aprils at 11 $\frac{1}{2}$ c for steers and 10c for cows, f.o.b. shipping points.

HIDE TRIMMINGS—Offered at

\$32.00@33.00 per ton, Chicago; buyers' ideas \$30.00.

COUNTRY HIDES—The country market apparently has not felt the effect of the advance paid for packer native steers, due to the fact that winter quality hides are still coming in on the country market. Trading has been very light. All-weights quoted 9 $\frac{1}{2}$ @10c, selected, delivered. Heavy steers and cows still offered at 9 $\frac{1}{2}$ c. Buff weights quoted 10@10 $\frac{1}{2}$ c asked. Extremes range 12@12 $\frac{1}{2}$ c, according to description and percentage of grubs. Bulls offered at 7c, selected. All-weight branded quoted around 8 $\frac{1}{2}$ c, less Chicago freight.

CALFSKINS—Packer calfskins sold last week at 21c, northern basis, for Mays; more understood available on this basis.

The market on straight 8/15 lb. Chicago city calfskins continues in doubt and some trading will be necessary to definitely establish the market, which is quoted nominally around 18@19c. Demand light for the 8/10 lb., and some offered at 17@17 $\frac{1}{2}$ c; part-car of 10/15 lb. weights sold at 20c. Mixed cities and countries quoted 16@16 $\frac{1}{2}$ c, nom.; straight countries 14 $\frac{1}{2}$ @15c.

KIPSKINS—The market advanced a cent when one packer sold 7,000 to 8,000 May production at 19c for northern natives and 17c for over-weights, southerners a cent less. Another packer sold 1,200 May over-weights at 17c. Branded kips are held firmly at 15c.

First-salted Chicago city kips more firmly held at 17c, with last trading at 16 $\frac{1}{2}$ c. Mixed cities and countries 14 $\frac{1}{2}$ @15c, nom.; straight countries around 14c.

Big packer regular slunks \$1.25 bid and \$1.35 asked; hairless last sold at 27 $\frac{1}{2}$ c.

HORSE HIDES—Market fairly steady; good city renderers, with manes and tails, quoted \$4.00@4.50, with choice lots possibly around \$4.75; mixed city and country lots range \$3.25@3.75 flat, based on not over 10 per cent No. 2's.

SHEEPSKINS—Dry pelts quoted 11@11 $\frac{1}{2}$ c per lb. Shearlings moving at the fairly well established price of 50c for No. 1's and 30c for No. 2's; about nine cars of big packer shearlings reported on this basis, the No. 1's consisting generally of $\frac{1}{2}$ inch up. Some small packer shearlings moved at unchanged price of 35c for No. 1's and 17 $\frac{1}{2}$ c for No. 2's, and more available. Pickled skins have been selling at \$4.75@5.00 per doz. straight run of packer lamb, and market about unchanged. Country pelts quoted around 65@70c.

PIGSKINS—No. 1 pigskin strips, big packer take-off, 7c, nom. Gelatine scraps quoted 4@4 $\frac{1}{2}$ c.

New York.

PACKER HIDES—An advance of $\frac{1}{2}$ c was paid for native steers when two killers moved May productions early in the week at 15c for native steers, 14 $\frac{1}{2}$ c for butt brands and 14c for Colorados, the branded hides selling steady. Another killer later moved May production same basis, with total movement around 20,000 hides, and

(Continued on page 54.)

New York Hide Exchange Futures.

Friday, May 23, 1930—Close (Revised): June 14.00n; July 14.15n; Aug. 14.40n; Sept. 15.08 sale; Oct. 15.20n; Nov. 15.50n; Dec. 15.90 sale; Jan. 16.00n; Feb. 16.15n; Mar. 16.25n; Apr. 16.35n. Sales 15 lots.

Saturday, May 24, 1930—Close: June 13.90n; July 14.20n; Aug. 14.50n; Sept. 14.90@15.00; Oct. 15.10n; Nov. 15.50n; Dec. 15.90@16.00; Jan. 16.00n; Feb. 16.10n; Mar. 16.20n; Apr. 16.30n. Sales 3 lots.

Monday, May 26, 1930—Close: June 13.90n; July 14.25n; Aug. 14.55n; Sept. 14.90@14.94; Oct. 15.20n; Nov. 15.50n; Dec. 15.85@15.88; Jan. 15.95n; Feb. 16.10@16.15; Mar. 16.25n; Apr. 16.40n. Sales 12 lots.

Tuesday, May 27, 1930—Close: June 14.00n; July 14.30n; Aug. 14.60n; Sept. 15.14 sale; Oct. 15.25n; Nov. 15.55n; Dec. 16.05@16.08; Jan. 16.10n; Feb. 16.30n; Mar. 16.40n; Apr. 16.50n. Sales 32 lots.

Wednesday, May 28, 1930—Close: June 13.90n; July 14.20n; Aug. 14.60n; Sept. 14.95@15.00; Oct. 15.25n; Nov. 15.55n; Dec. 16.05@16.08; Jan. 16.10n; Feb. 16.30n; Mar. 16.40n. Sales 11 lots.

Thursday, May 29, 1930—Close: June 13.90; July 14.20; Aug. 14.60; Sept. 14.90@14.95; Oct. 15.25; Nov. 15.65; Dec. 15.90 sale; Jan. 16.05; Feb. 16.15; Mar. 16.30; Apr. 16.40.

The Hide Exchange was closed on Friday, May 30th (Memorial Day), and Saturday, May 31st.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended May 29, 1930, with comparisons, are reported as follows:

PACKER HIDES.		Week ended May 29.	Prev. week.	Cor. week. 1929.
Spr. nat.	strs. 16	@16 $\frac{1}{2}$ n	16	@17 $\frac{1}{2}$ n
Hvy. nat. stra.	@15		@14 $\frac{1}{2}$	@15 $\frac{1}{2}$ b
Hvy. Tex.				
stra. 14 $\frac{1}{2}$ @15			@14 $\frac{1}{2}$	@14 $\frac{1}{2}$
Hvy. butt brnd.	14 $\frac{1}{2}$ @15		@14 $\frac{1}{2}$	@14 $\frac{1}{2}$ b
Hvy. Col. stra. 14@14 $\frac{1}{2}$		@14	@14	@14 $\frac{1}{2}$ b
Ex-light Tex.				
stra. 12 $\frac{1}{2}$ @13			@12 $\frac{1}{2}$	@14 $\frac{1}{2}$
Brnd'd. cows. 12 $\frac{1}{2}$ @13			@12 $\frac{1}{2}$	@14 $\frac{1}{2}$ b
Hvy. nat.	cows 12 $\frac{1}{2}$ @13		@12 $\frac{1}{2}$	@14 $\frac{1}{2}$ b
Light nat.	cows 13 @13 $\frac{1}{2}$		@13	@15 $\frac{1}{2}$ b
Hvy. bulls. 9 @9 $\frac{1}{2}$ n	9	@9 $\frac{1}{2}$	10 $\frac{1}{2}$ @11	
Brnd'd. bulls. 8 @8 $\frac{1}{2}$ n	8	@8 $\frac{1}{2}$	9 $\frac{1}{2}$ @10	
Calfskins	...	@21	@21	
Kips, nat. 6@11		@11	@19	
Kips, ov. 6@17	6@16	@17	@17	
Kips, brnd'd. 6@15x	6@14n	15	@15 $\frac{1}{2}$ n	
Slunks, reg. 1.25@1.35	1.25@1.35	1.25@1.35	1.25@1.35	
Slunks, hris. @27 $\frac{1}{2}$		@27 $\frac{1}{2}$	@50x	
Light native, butt branded and Colorado steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.

Nat. all-wts.	@13n	@13n	@13
Branded	@12 $\frac{1}{2}$ n	@12 $\frac{1}{2}$ n	@14
Nat. bulls.	@8 $\frac{1}{2}$	@8 $\frac{1}{2}$	10@11
Brnd'd. bulls.	@7 $\frac{1}{2}$	@7 $\frac{1}{2}$	9 $\frac{1}{2}$
Calfskins	18 $\frac{1}{2}$ @19n	18 $\frac{1}{2}$ @19n	20@20 $\frac{1}{2}$ n
Kips	10 $\frac{1}{2}$ @17x	10 $\frac{1}{2}$ @17n	18@18n
Slunks, reg. 6@1.15	6@1.15	6@1.20	
Slunks, hris. 6@25	6@25	6@35n	

COUNTRY HIDES.

Hvy. steers.	@9 $\frac{1}{2}$ ax	@9 $\frac{1}{2}$	@11 $\frac{1}{2}$ ax
Hvy. cows.	@9 $\frac{1}{2}$ ax	@9 $\frac{1}{2}$	@11 $\frac{1}{2}$ ax
Bulls. 10 @10 $\frac{1}{2}$	10 @10 $\frac{1}{2}$	12 $\frac{1}{2}$ @13	
Extremes 12 @12 $\frac{1}{2}$	12 $\frac{1}{2}$ @12 $\frac{1}{2}$	12 $\frac{1}{2}$	
Bulls. @7ax	@7ax	9 @9 $\frac{1}{2}$ ax	
Calfskins 14 $\frac{1}{2}$ @15n	14 $\frac{1}{2}$ @15n	16 @16 $\frac{1}{2}$ n	
Kips	14 $\frac{1}{2}$ @14n	14 $\frac{1}{2}$	@15 $\frac{1}{2}$
Light calf. 1.00@1.10	1.00@1.10	90 @1.00	
Deacons. 1.00@1.10	1.00@1.10	90 @1.00	
Slunks, reg. 5 @10n	5 @10n	50 @60	
Slunks, hris. 5 @10n	5 @10n	15 @20	
Horsehides ... 3.25@4.50	3.25@4.50	4.50@5.75	
Hogskins ... 50 @35	50 @35	65 @70	

SHEEPSKINS.

Pkr. lambs. 1.30@1.40n	1.30@1.40n	1.30@1.40n
lambs. 1.20@1.35n	1.20@1.35n	1.20@1.35n
Pkr. shearlings. 30 @50	30 @50	30 @50
Dry pelts ... 11 @11 $\frac{1}{2}$	11 @11 $\frac{1}{2}$	19 @11 $\frac{1}{2}$

Live Hog "Future" Market

Dear Mr. Packer:

Your broker needs encouragement.

The cash hog market has always been the field of operation for your broker.

"Future" buying is a new experience to him. Contracts for "Future" delivery are just appearing on the market. Your protection necessitates his knowledge of that market and his ability to execute your orders. Your orders may need instantaneous execution, but do you know that your broker is in a position to protect you? A little "teamwork" will give both of you the knowledge for your protection when the favorable moment arrives.

Don't remain unprotected.

Sincerely,

Chicago Live Stock Exchange
UNION STOCK YARDS
CHICAGO

*The Only
Market of Its
Kind in the
World
and the Whole
World Is Going to
Make Use of It—
This Up-to-Date
Method of
Merchandising
the Whole Hog
or Its
Products*



Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., May 28, 1930.

CATTLE—Compared with last week's close: Fed steers and yearlings, about steady, early sharp downturn on fed steers being regained; very uneven set of markets on fed steers, excessive supplies being promptly followed by sharply abridged runs, which caused market to fluctuate confusedly. Steers predominated; lower grades sold to best advantage. Killing quality was less desirable than last week; most steers, \$10.50@12.25; strictly choice kinds absent, best \$14.00, with sprinkling of better grade mediumweights and heavies \$18.00@13.75. There was an active trade on light yearlings, mixed offerings up to \$12.50; yearling heifers, to \$11.75, and yearling steers at \$13.00; most yearling steers, \$12.00 down. She stock fully steady to strong; most fat cows, \$7.75@9.00; cutters, \$5.00@6.50; bulls, weak to 25c lower; vealers about steady; very few replacement cattle in run, thin light kinds selling mostly at \$9.00@10.50 in broadest demand.

HOGS—Compared with late last week: Today's prices strong to 10c higher; undertone of trade improved; shipping demand expanded and local demand showing more breadth than in recent weeks. Today's top, \$10.50, highest for month of May; bulk of good to choice 160- to 230-lb. weights, \$10.25 @10.45, 180- to 200-lb. weights topping the market; 240- to 300-lb. weights, mostly \$10.05@10.30; 382-lb. weights, \$9.90; pigs and light lights scarce; 130- to 150-lb. weights, mostly \$10.00@10.35; pigs, \$9.50@10.25; packing sows, mostly \$9.15@9.65.

SHEEP—Continued light supplies the main bullish factor; offerings of native springers extremely meager. Compared with last week's close: Shorn lambs, strong to 25c higher; native springers, \$1.00@1.25 higher. Fat ewes strong; late bulk fat shorn lambs, \$9.75 @10.00; few, \$10.25; top, \$10.50; heavies, \$9.00@9.75; fat native springers, \$12.75@13.00, few head \$13.25; fat ewes, \$5.00@5.75; top, \$6.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., May 28, 1930.

CATTLE—Most classes of fed steers and yearlings were lower on the opening session of the week, but since that time a stronger feeling prevailed, and final prices are mostly steady to 25c higher, with spots 25@50c up on medium to good grades. Three loads of choice 1,569-lb. beefeves made \$13.50 for the week's top, while best medium weights and yearlings stopped at \$12.75. Bulk of the fed arrivals cleared from \$10.25@12.25. Light mixed yearlings, fed heifers and slaughter cows are steady to 25c higher, while bulls and vealers are steady. The mid-week top on vealers rested at \$12.00.

HOGS—A stronger undertone featured the hog market most of the period under review, and values are 20@25c higher than last Thursday. The week's top reached \$10.10 on

Wednesday, which is the first time in more than a month that the \$10.00 mark has been passed. All interests were good buyers at the advance, and big packers have been in competition with shippers most of the time. Packing classes sold readily at the advance with \$8.75@9.35 taking the bulk.

SHEEP—Fat lambs continue to meet a good demand, and fed offerings are 35@50c higher, while springers advanced 75c@\$1.00 over last Thursday. Choice Arizona spring lambs scored \$12.25, and best natives stopped at \$12.00. Fed woolskins were scarce, with the best selling at \$10.50. Clippers ranged up to \$10.15, with others at \$9.75@10.00. Mature classes ruled 15@25c higher, with Arizona shorn ewes bringing \$5.25@5.50, with the top at \$5.75.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, May 28, 1930.

CATTLE—Liberal receipts early in the week resulted in a lower trend to prices on fed steers, yearlings and heifers, but later part of the early decline was regained, with current prices steady to 25c lower. Better grade weighty steers were mostly steady. Cows held fully steady. Bulls were steady to weak. Vealers advanced 50c. Light steers earned \$12.75, and several loads weighty steers \$13.00. Choice light heifers earned \$11.00, with a part load \$11.25. Top on vealers reached \$14.50.

HOGS—Breadth to the demand has

been the outstanding feature in the hog trade for the period, and general trend to values has been stronger, with comparisons with last Thursday uncovering a net upturn of 15@25c. Wednesday's top reached \$10.00, with bulk ranging as follows: 160- to 250-lb. weights, \$9.90@10.00; 250- to 280-lb. butchers, \$9.85@10.00; 280- to 350-lb. butchers, \$9.65@9.85; sows, \$9.15@9.25; stags, \$8.75@9.25.

SHEEP—Uneven advances have been scored on slaughter lambs under the influence of light receipts at leading market centers. Spring lambs for the period have scored dollar advance, while fed, clipped and woolled lambs show a 50c upturn. Matured sheep show a 25c gain. On Wednesday, good and choice California and Idaho spring lambs sold \$11.75@12.00; best natives, \$11.75; bulk fed clipped lambs, \$10.00@10.15; top, \$10.25; good and choice shorn ewes, \$5.25@6.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 28, 1930.

CATTLE—Increased demand since Monday sent the price level of steers and cows upward, while fed mixed yearlings and heifers regained Monday's loss. Compared with last Thursday: Steers and cows sold 25c higher; mixed yearlings, heifers, low cutters, and weighty sausage bulls, steady; light sausage bulls, 25c lower; vealers, 75c lower. Bulk of steers sold at \$9.25@11.75, with 1,403-lb. steers landing \$13.00 and best yearlings \$12.00. Fat mixed yearlings and heifers bulked at \$10.00@11.25, 623-lb. mixed yearlings scoring \$12.35 and 655-lb. heifers



realizing \$11.75 as tops. Most cows brought \$7.25@8.25; low cutters, \$4.25 @5.25; top sausage bulls, \$7.75; vealers, \$11.25.

HOGS—Swine prices scored a net advance of 15@25c during the week, with weighty butchers up most. Top on Wednesday settled in the \$10.35 notch, with bulk of 160- to 260-lb. weights, \$10.20@10.35; 270-310 lbs., \$10.10@10.20; sows, \$9.15@9.25.

SHEEP—Sheep house trade was active all week, and spring lambs advanced 50@75c; clipped lambs, 25c. Sheep held steady. Spring lambs bulked on Wednesday at \$12.00@12.50; culls, \$9.00. Clipped lambs cashed at \$9.00@10.00, and clipped ewes \$4.00@5.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., May 28, 1930.

CATTLE—A strong, late rally more than erased early weakness, and prices finished strong to 25c higher on important classes. Yearlings, heifers and better grade cows stood mostly 25c higher. Quality dropped off considerably following last week's showing. Choice 829-lb. yearling steers brought \$12.50 as week's top. No strictly choice matured steers were offered. Few best loads, \$12.00@12.10; bulk steers and yearlings, \$10.00@11.65; fat heifers, \$10.35@11.25; most beef cows, \$6.50@8.50; choice vealers, \$12.50.

HOGS—Hogs today reached a new top for recent weeks at \$10.05. Bulk offerings 250 lbs. and less, \$9.90@10.00; 250 to 340 lbs., \$9.65@9.90, or mostly 25@35c higher than a week earlier. Packing sows ranged mainly from \$8.75 @9.35. Price fluctuations have been extremely narrow.

SHEEP—Best spring lambs worked upward to a \$12.00 basis, showing a 25c gain for the week. Natives and Idahos brought the price. On old crop lambs it was a 50@60c higher deal; best fed lambs, \$10.00@10.25 shorn; no choice woolskins offered. Choice Arizona ewes brought \$5.85 shorn.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., May 28, 1930.

CATTLE—Slight reductions appeared in beef steer and yearling values, while she stock continued scarce and firm. Other classes were little changed for the week. Choice 1,500-lb. bullocks topped at \$13.00; several loads of medium and heavy weight beefeves turned at \$12.50@12.75, desirable 950-lb. yearlings made \$12.25 and most grain feds cashed at \$9.75@11.50. Load lots of fed heifers ranged downward from \$10.65, and odd lots sold up to \$11.50. Best vealers brought \$13.00, and medium bulls cleared freely at \$6.75@7.25.

HOGS—Prices advanced 25@35c with improved demand, and the late \$10.00 top was paid by all interests. Desirable 170- to 270-lb. weights turned largely at \$9.75@10.00, while 280- to 350-lb. butchers made \$9.50@9.75. Packing sows sold chiefly at \$9.00@9.25. Smooth lights reached \$9.35.

SHEEP—Slaughter lamb values gained another full 75c as choice clip-

pers topped at \$10.35, with the bulk of better grades down to \$10.00. Choice woolskins were scarce. Medium to good grades turned at \$9.50@10.25. Spring lambs were quotable around \$11.75. Aged stock was about steady. Choice short fat ewes were eligible at \$5.25@5.75.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

St. Paul, Minn., May 28, 1930.

CATTLE—In line with outside conditions, trade in the cattle division here has been rather uneven this week, matured steers working 25c lower, yearlings holding steady, while other butcher stock is closing strong to 25c higher, under very meager supplies. Choice heavy steers topped at \$13.00, best yearlings making \$11.50, bulk all weights turning at \$9.75@11.25. Beef cows bulked at \$6.25@7.75, butcher heifers at \$8.00@9.50, low cutters and cutters turning at \$4.75@6.00 largely, while medium grade bulls sold upwards to \$7.35. Vealers on a 50c or more upturn, closed today at \$10.50@11.00 on good grades, choice kinds to \$12.00 @13.00.

HOGS—The local hog market ruled 35c to 40c spots 50c higher for the week. Bulk of the better 160- to around 230-lb. hogs sold at \$10.00@10.10, with 240- to around 325-lb. averages at \$9.50@9.90. Sows cashed at \$8.50@8.75, while pigs and light lights bulked at \$10.00, or 25c up.

SHEEP—The lamb market here was featured by considerable activity lately. Good and choice shorn lambs cashed at \$9.50 to mostly \$10.00, springers at \$11.00@12.00 and woolskins at \$10.50@11.00, while fat ewes sold at \$5.00@5.75.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended May 24, 1930, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended May 24	180,000	555,000	265,000
Previous week	189,000	559,000	295,000
1929	189,000	636,000	274,000
1928	191,000	607,000	210,000
1927	240,000	673,000	223,000
1926	237,000	541,000	185,000

At 11 markets:	Hogs.
Week ended May 24	483,000
Previous week	490,000
1929	588,000
1928	600,000
1927	605,000
1926	466,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended May 24	137,000	425,000	217,000
Previous week	138,000	423,000	242,000
1929	136,000	459,000	218,000
1928	142,000	516,000	156,000
1927	185,000	509,000	183,000
1926	172,000	397,000	139,000

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, May 23, 1930:

Cor.	Week ended	Prev.	week.
	May 23	week.	1929.
Chicago	121,494	118,757	112,679
Kansas City, Kan.	52,376	63,401	77,186
Omaha	48,474	52,438	51,487
St. Louis	62,858	62,770	66,716
Sioux City	24,776	26,395	31,873
St. Paul	31,134	37,281	37,980
St. Joseph, Mo.	23,484	27,589	28,556
Indianapolis	24,920	25,424	19,286
New York and J. C.	29,597	25,385	29,715

*Includes East St. Louis, Ill.

RECEIPTS AT CENTERS

SATURDAY, MAY 24, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	250	6,000	3,000
Kansas City	600	2,500	300
Omaha	100	5,500	2,100
St. Louis	150	3,500	100
St. Joseph	100	2,000	1,000
Sioux City	100	3,500	100
St. Paul	100	750	300
Oklahoma City	100	500	100
Fort Worth	50	200	200
Minneapolis	50	50	...
Denver	85	85	...
Louisville	200	200	...
Wichita	200	1,200	100
Indianapolis	100	3,000	100
Pittsburgh	100	800	200
Cincinnati	200	800	...
Buffalo	100	500	...
Cleveland	100	300	...
Nashville	100	300	...
Toronto	200	200	...

MONDAY, MAY 26, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	55,000	10,000
Kansas City	9,000	14,000	7,000
Omaha	10,000	17,000	11,000
St. Louis	4,000	12,000	2,000
St. Joseph	9,000	2,000	2,100
Sioux City	4,100	7,000	500
St. Paul	3,700	11,000	1,400
Oklahoma City	400	2,000	100
Fort Worth	3,000	1,000	3,000
Minneapolis	400	1,400	100
Denver	1,600	2,700	300
Louisville	200	500	100
Wichita	2,600	3,200	800
Indianapolis	300	5,000	100
Pittsburgh	800	4,000	2,500
Cincinnati	1,000	2,800	400
Buffalo	1,500	7,000	3,000
Cleveland	700	800	600
Nashville	100	400	100
Toronto	400	1,200	100

TUESDAY, MAY 27, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	5,500	30,000	10,000
Kansas City	6,000	9,500	7,000
Omaha	2,000	14,000	12,000
St. Louis	3,500	2,500	3,000
St. Joseph	1,000	5,500	4,200
Sioux City	3,000	8,500	2,500
St. Paul	2,000	7,000	300
Oklahoma City	500	1,500	100
Fort Worth	1,200	1,100	2,000
Minneapolis	700	2,500	100
Denver	800	1,400	600
Louisville	100	300	100
Wichita	400	3,000	300
Indianapolis	1,200	7,000	400
Pittsburgh	300	1,400	500
Cincinnati	300	4,000	800
Buffalo	200	1,900	600
Cleveland	200	500	900
Nashville	100	300	200
Toronto	500	300	900

WEDNESDAY, MAY 28, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	16,000	13,000
Kansas City	4,000	9,000	6,000
Omaha	6,500	16,000	10,000
St. Louis	2,600	14,500	2,200
St. Joseph	1,800	6,000	4,200
Sioux City	1,000	6,000	500
Fort Worth	1,500	800	6,500
Minneapolis	500	1,200	100
Denver	600	700	500
Louisville	100	400	100
Wichita	700	2,900	700
Indianapolis	1,400	7,000	400
Pittsburgh	300	1,500	500
Cincinnati	200	2,300	700
Buffalo	200	1,100	600
Cleveland	200	1,900	600
Nashville	100	300	200
Toronto	300	500	900

THURSDAY, MAY 29, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	23,000	8,000
Kansas City	2,000	10,000	4,000
Omaha	4,200	16,000	4,000
St. Louis	1,800	13,500	2,500
St. Joseph	1,400	5,500	2,500
Sioux City	2,500	9,500	700
St. Paul	1,800	6,000	500
Oklahoma City	700	1,500	100
Fort Worth	2,200	600	1,300
Minneapolis	600	1,500	500
Denver	2,100	1,400	500
Louisville	300	1,800	200
Wichita	600	5,000	400
Indianapolis	600	1,500	700
Pittsburgh	300	1,500	700
Cincinnati	300	2,500	1,200
Buffalo	100	1,100	500
Cleveland	100	1,900	500

WHAT MAKES TANKS FOAM?

Write us your experience with inedible tanks foaming. Have you noticed the kind of material in the tank when this happens? Send your comments to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

when the hogs are dampened down and to give secure footing. Neither slack coal or cinders should be used, because the hogs, being naturally hungry for mineral, will eat a portion of their bedding. Coal and cinders tear the animal casing walls as they are cleaned, and if run through a cleaning machine may tear it all to pieces.

6. Minimum amounts of straw to be used for summer bedding for cattle, calves and sheep would be two bales per deck. For winter bedding the amount should at least be doubled or 4 bales. Minimum amounts of sand or gravel bedding would be 1 to 1 1/2 inches spread evenly over the floor.

7. Recommendations should be posted on and in scale houses and freight offices and should occur at intervals in farm and local papers.

8. I believe that carriers should not accept improperly bedded or unbedded cars for shipment at any time of the year.

Watering in Transit.

9. Something that is not directly on

the subject of bedding occurs to me. That is the matter of watering in transit. I have often observed cars of stock that were literally drenched in transit, and the drenching was not confined to hogs either.

This watering in transit should not be overdone, as it makes sand or gravel bedding mushy and destroys the footing. It should be confined to hogs alone, as it gives cattle, calves or sheep a bedraggled appearance and decreases their sale value. My recommendation would be like the one that Jeff often makes to Mutt—use discretion.

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended May 24, 1930, are officially reported by the U. S. Bureau of Agricultural Economics:

	Cattle.	Calves.	Hogs.	Sheep.
JERSEY CITY	4,376	9,839	1,419	48,102
CENTRAL UNION	2,702	2,048	11,824	...
NEW YORK	343	5,495	20,594	8,971
Total	7,421	17,382	22,013	68,986
Previous week	6,004	15,842	17,672	64,989
Two weeks ago	6,499	15,056	21,212	62,063

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Wednesday, May 28, 1930, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.)	med-ch.	\$ 9.75@10.25	\$ 9.85@10.25	9.45@10.00	\$ 9.55@10.05
Med. wt. (200-250 lbs.)	med-ch.	10.00@10.50	10.00@10.85	9.70@10.00	9.70@10.10
Lt. wt. (160-200 lbs.)	com-ch.	10.00@10.50	10.00@10.35	9.65@10.00	9.80@10.10
Lt. lt. (130-160 lbs.)	com-ch.	9.75@10.40	9.75@10.35	9.15@10.00	9.10@ 9.95
Packing sows, smooth and rough		8.90@ 9.65	9.00@ 9.35	8.85@ 9.35	8.60@ 9.50
Str. pigs (130 lbs. down) med-ch.		9.25@10.25	9.00@10.00	8.50@ 9.65	9.75@10.00
Av. cost & wt. Wed. (pigs excl.)	10.01-240 lbs.	10.12-203 lbs.	9.65-237 lbs.	9.81-227 lbs.	9.45-235 lbs.

Slaughter Cattle and Calves:

STEERS (1,500 LBS. UP):

Good-ch.	12.50@14.35
Choices	13.75@14.35

Good	12.25@13.75
Choices	13.75@13.75

STEERS (1,100-1,300 LBS.):	13.50@14.00
Choices	13.50@14.00

Good	12.00@13.50
Choices	13.50@13.50

STEERS (950-1,000 LBS.):	13.00@14.00
Choices	13.00@14.00

Good	11.75@13.25
Choices	13.00@13.25

STEERS (800 LBS. UP):	10.50@12.50
Medium	9.50@11.25

Common	8.00@10.50
Medium	9.50@11.25

STEERS (FED CALVES AND YEARLINGS) (750-950 LBS.):	13.00@14.00
Choices	13.00@14.00

Good	11.75@13.25
Choices	13.00@13.25

STEERS (850 LBS. UP):	10.50@12.50
Medium	9.50@11.25

Common	8.00@10.50
Medium	9.50@11.25

HEIFERS (850 LBS. DOWN):	11.25@12.00
Choices	11.25@12.00

Good	10.00@11.25
Choices	11.25@12.00

Common	9.00@10.25
Choices	11.25@12.00

Common-med.	7.00@10.25
Choices	11.25@12.00

Common-med.	7.00@10.25
Choices	11.25@12.00

Common-med.	7.00@10.25
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Common-med.	7.00@10.25
Choices	11.25@12.00

Common-med.	7.00@10.25
Choices	11.25@12.00

Common-med.	7.00@10.25
Choices	11.25

Lighter— More Efficient—



Dry-Zero Insulated Truck Bodies

Quick-frozen foods—all meat products—can be economically delivered at low temperatures in truck bodies insulated with Dry-Zero—the most efficient commercial insulant known.

Because of Dry-Zero's combination of efficiency and light weight it saves from 400 to 1300 pounds of deadweight on

each insulated truck body—increasing each payload by similar amounts—reducing operating costs.

Dry-Zero cuts construction costs of refrigerated trucks. Because of its unique insulating efficiency, less refrigeration is required to maintain the desired low temperatures.

ACTUAL WEIGHT Of insulation on a truck body with 300 feet of insulation area:

	2 Inch Insulation	4 Inch Insulation
Dry-Zero	100 lbs.	200 lbs.
Cork Boards (Commercial)	600 lbs.	1200 lbs.
Cane Fibre Board	750 lbs.	1500 lbs.

In addition, Dry-Zero is permanent, unusually resistant to moisture,* odorless and free from vermin. It meets every requirement of ideal truck body insula-

tion. It is ideal, also, for *shipping* cases, display counters, coolers, and refrigerator cars. Write for plans and specifications for all types of insulated equipment.

*The Dry-Zero fibre "Ceiba" is the same as used in U. S. Navy Life Jackets

DRY-ZERO CORPORATION, 130 N. Wells St., Chicago, Illinois

DRY-ZERO

THE MOST EFFICIENT COMMERCIAL INSULANT KNOWN

Ice and Refrigeration

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

BEARING TROUBLES.

Upon opening the crank case if a hot or burned-out bearing has been experienced, you often find instead of clear oil a thick emulsion. Its thickness depends upon the length of time the compressor has been running with a hot bearing and upon the degree of the resulting temperature. At times the oil in the crank case is clear, but the oilways of the bearings are stopped up with a gummy deposit, indicating that no oil has reached the bearings. In the crank case, similar deposits may be found on the sides and bottom as well as on the connecting rods.

In the enclosed crank case type of compressor, where the oil is exposed to ammonia vapor, these deposits are sometimes occasioned by the presence of water, air, iron oxide or other foreign matter, which, together with ammonia cause a saponified condition.

With constant churning and exposure to heat and pressure, this emulsion becomes denser and denser until small quantities of it turn into sticky deposits. This trouble will not occur if the proper oil is used and the system is kept free from foreign matter. We will show you some examples of these deposits.

The first principle of correct operation of a splash lubricating system is that the oil level should be no higher than is required to produce enough splash for lubricating the moving parts. A higher level causes an excessive amount of oil to leave the compressor, and with consequent violent churning, makes it impossible for the impurities to settle out from the oil, tending to produce sludge.

Clogging of the oil lines with a gummy deposit results in the failure of oil to reach certain bearings. The secret of success in a circulating system, which involves the repeated use of oil, is an oil suited to this class of service, the systematic removal of water and impurities from the system, and whenever possible, the complete avoidance of such foreign matter.

A safe plan to follow is the withdrawal of all oil from the system, and the charging with the new or re-conditioned oil, whenever the oil in the compressor sight glass becomes dark

brown or black in color. Any impurities that may have been picked up by the oil in the course of its use should readily separate.

QUICK FREEZING IN ENGLAND.

Merchandising possibilities of quick-frozen foods and methods of quick freezing are receiving considerable attention in England, especially from the meat and fish industries. The Zarotschenzef method in particular is being experimented with for the production of quick frozen meats and fish. In this system, described in the October 5, 1929, issue of *THE NATIONAL PROVISIONER*, freezing is done in a mist or fog of brine or water.

In the May 18, 1930, issue of "Cold Storage," London, there is given the result of a series of experiments on freezing meat and fish with the Zarotschenzef system.

In these experiments several varieties of fish were used, the weights of which were from 1 lb. to 12½ lbs. Freezing time varied from 90 minutes for the larger fish to 15 min. for the smaller.

Whole fish were placed on trays and subjected to atomized brine in freezing cabinets. The temperature of this brine ranged from —3 degs. F. to .5 degs. F.

Meats frozen during these experiments included pork sausage, pork liver, beefsteaks, pork chops, lamb chops and pork kidney.

The meat cuts were wrapped before being frozen. Freezing was done in brine-tight containers exposed in a room filled with a fog of atomized brine.

Weights of the cuts frozen varied from 5 ozs. for lamb chops to 1 lb. for pork sausage. The brine temperature was —2 degs. F. in all cases. Freezing time for each cut was 30 min.

AMERICAN INSTITUTE ELECTS.

At the nineteenth annual convention of the American Institute of Refrigeration, held in Washington, D. C., recently, Gardner Poole, Boston, Mass., was elected president of the organization. The other officers elected are as follows: First vice-president, A. H. Baer, Waynesboro, Pa.; second vice-president, G. A. Pardee, Louisville, Ky.; treasurer, J. A. Mooney, Philadelphia, Pa.; general secretary, J. F. Nickerson, Chicago, Ill.

LAYOUT OF SMALL PLANT.

(Continued from page 25.)
room is 40 hogs, 10 calves and 10 sheep per hour.

This dressing room measures 54 ft. long and 33 ft. wide. The floors are of brick and the walls unfinished.

Adjoining the dressing floor at one end are the edible and inedible charging rooms. The former measures 15 by 16 ft. and the latter 16 by 17 ft. The floors in both of these rooms are of brick, the walls are finished with 1-in. cement plaster.

Sausage Business Important.

About one-half of the manufacturing space on the second floor is given over to the sausage department. Sausage is an important product with this company and the capacity of the department is 60,000 lbs. per week. Adjoining the sausage manufacturing room at one end, and separated from it by the smokehouses, is the cook room. At the other end is the sausage meat cooler.

The floor of the sausage manufacturing and the cook room are of brick and the walls are of glazed brick for 5 ft. 6 in. above the floor. From this point to the ceiling the walls are of 1-in. cement plaster. Numerous windows assure plenty of natural light in this department.

All of the equipment necessary for the manufacture of high quality products economically have been installed and so arranged that there is a minimum of lost time and labor. Rails connecting with all of the coolers, the stuffing bench, the smokehouses and the cook room make the transportation of product easy and convenient.

Smokehouses Do Double Duty.

There are four smokehouses. These are used for both meats and sausage, for the former during the day and for the latter during the night. This is another illustration of how equipment may be made to do double duty by proper arrangement of the work.

These smokehouses have a sufficient length of steam piping installed in them to maintain a temperature of 155 degs. F. The work is arranged so as to have the sausages out of the houses during the afternoon. The steam is then turned off and the meats hung in them. The heat in the houses is sufficient to dry out the meats in from two to three hours' time when the fires are started in the fire pits. By morning the meats are smoked sufficiently to be removed and the houses are again ready to receive sausage.

The cooking equipment is also made

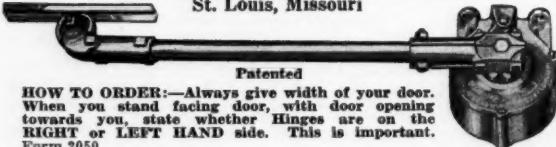
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to do double duty in a similar manner. During the night the same cook tank that was used to cook sausages during the day serves to cook hams and other meats.

Work Planned to Save Labor.

The company by careful planning has also been able to economize in labor in a similar manner. The man in charge of the curing cellar, in addition to his main duties, also washes and hangs on trees ready for the smokehouse the hams, bacon, butts, etc., that are to be smoked during the night. Another man sees to the cleaning about the plant and also attends to the refrigerating machines.

The good manager should be able to keep down investment. But he must also secure the required production and be able to plan methods and processes so that production costs will be kept at the minimum.

One end of the building for a distance of 34 ft. wide is occupied by the coolers. There are four of these: Hog cooler, offal and hot beef, beef cooler and sausage meat cooler.

Brine Spray Refrigeration.

On the first floor are a cooler, shipping and storage rooms, the smokehouse firing pits, edible and inedible rendering rooms and locker, toilet rooms, and offices.

»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»»

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In the basement are coal storage, engine and boiler rooms, curing cellar, hide cellar, inedible storage rooms, soaking and hanging room and general storage rooms.

Refrigeration is furnished by two York machines of 20 tons and 30 tons capacity. The brine spray system is used, the spray loft being located on the third floor. Openings in the second and first floor of the cooler section permit the cold air to circulate and cool the rooms on the first floor and in the basement.

It is interesting to note that a constant temperature relation is maintained on the different cooler floors.

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Chicago Section

Jay C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn., was a visitor in Chicago this week.

D. W. Awtry, Worcester Salt Co., New York, was in Chicago during the week. Mr. Awtry is a well-known curing expert.

Frank F. Brown, of Merritt & Co., Chicago packinghouse brokers, has left for Troy, Kas., to spend the holiday weekend.

Wm. F. Price, vice-president and general manager of the Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago during the week.

Packers' purchases of livestock at Chicago for the first three days of this week totaled 19,395 cattle, 6,510 calves, 50,188 hogs and 26,764 sheep.

J. W. Powley, manager of animal by-products sales, and J. E. Nelson, in charge of animal feed sales, Armour and Company, Chicago, attended the convention of the American Feed Manufacturers Association at French Lick Springs on May 21-24.

Provision shipments from Chicago for the week ended May 24, 1930, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
Cured meats, lbs.	14,786,000	14,989,000	22,463,000
Fresh meats, lbs.	47,516,000	45,524,000	37,545,000
Lard, lbs.	5,929,000	4,025,000	7,630,000

HOWLAND HEADS PACKING FIRM.

As announced in the last issue of THE NATIONAL PROVISIONER, D. Roy Howland, vice president of Roberts & Oake, has been elected president of that company in place of Charles J. Roberts, who becomes president of Miller & Hart. Mr. Howland began with Roberts & Oake as a clerk in 1909, and has served in every department of the plant and business, heading each in turn until he became vice-president and general manager eight years ago.

He is an expert on cost figuring, and his intimate knowledge of plant operations and merchandising methods has given him the reputation of being one of the keen packinghouse minds of the industry. His record is a striking example of the possibilities for an industrious and quick-thinking young man in the meat packing business.

EQUIP FOR QUICK FREEZING.

Announcement has been made of the formation of a new company to engage in the quick-freezing equipment business. The systems upon which the equipment will be developed are inventions of G. R. Fennema and F. X. Burke, both of whom have been identified with leaders in the quick freezing field.

The company will be known as Quick-Freeze Corporation, with main offices in the Graybar Building, 420 Lexington Avenue, New York. Officers of the company include Charles B. Latendorf, president; F. X. Burke, executive vice president and general manager; and G. R. Fennema, secretary and treasurer.

The concern will be equipped to furnish installations of various types for all purposes in connection with the rapidly-growing demand for preservation of perishable foods by instant freezing. The equipment will be built by the Latendorf Conveying Corporation, Bayonne, N. J., manufacturers of bakery equipment.

AMERICAN CAN CO. ADDITION.

Plans have been completed by C. G. Preis, chief engineer for the American Can Company, for a five-story addition to the company's Englewood plant at the northeast corner of Western avenue and Sixtieth street. The addition, 557 x 878, on which work will get under way at once, will cost \$3,769,000. The company now has three plants in this city, one at 1834 Clybourn avenue and another at Thirty-ninth and Canal street, in addition to the Englewood unit. The Englewood unit was purchased in 1925 from the Central Bag Manufacturing Company.



ON THE TOP RUNG OF THE LADDER.

D. Roy Howland, who began as a clerk, served in every department, and is now president of Roberts & Oake.

Legal Pointers

Legal information on matters affecting your daily business.

THE BANK'S MISTAKE.

The good old banking rule, that it is better to be safe than sorry, is brought out in a decision of the Kentucky Court of Appeals reported in 240 S. W. 78.

It appeared by the evidence in this case that a coal company owed a retailer \$1,200. Both were Kentucky corporations and both were depositors of the same bank.

To liquidate this debt, the coal company gave a check for \$1,200 to the grocery company. The grocery company endorsed and delivered the check to the bank, and received a card which said, "We credit your account \$1,200."

A little later it was ascertained by the bank that the coal company did not have the money on deposit to meet this \$1,200 check. The bank notified both companies of that fact, and declined to give the grocery company credit for the \$1,200 check.

"We made a mistake in looking up the account. Our card we handed to you was an error, and we've cancelled the credit on our books," the bank contended.

"What's written's written, you can't cancel the card in our safe," the retailer retorted, and the Court ruled in its favor.

"When a bank gives to one of its depositors credit by a check drawn in favor of that depositor by another depositor on the same institution, in the absence of fraud or collusion, the act of crediting to the depositing customer will be given the same effect as if the actual cash had been paid to him; and if thereafter, even though it be on the same day, the bank officials ascertain they have made a mistake, and the drawer did not in fact have the money on deposit to meet the check, it will not affect the rights of the depositing customer. For, under these circumstances, it is a completed transaction, as much so as if the actual money in cash had been paid to the customer over the counter," said the Court.

VOLLWERTH SAUSAGE EXPANDS.

The Vollwerth Sausage Co., sausage manufacturers and distributors, Hancock, Mich., have completed their expansion plans, announced last September. Increasing business and enlargement of variety of products are responsible for the building program. An addition of 200 sq. ft. has been made to the already existing refrigerator space and a York automatic brine system installed. Addition to the factory floor space has also been made and new cooking equipment installed.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual cariot trading, Wednesday,
May 28, 1930.

Regular Hams.

	Green.	S. P.	LARD—	Open.	High.	Low.	Close.
8-10	19 1/2	20	May	.....	.....	10.15b	10.22 1/2b
10-12	19	19 1/2	July	10.40	10.45	10.40	10.45ax
12-14	18 1/2	18 1/2	CLEAR BELLIES—				
14-16	18 1/2	18 1/2	May	14.00	.....	14.00	13.52 1/2b
16-18	18 1/2	18 1/2	July	13.50	13.52 1/2	13.50	13.52 1/2b
18-20	18 1/2	18 1/2	Sept.	13.45	13.52 1/2	13.45	13.52 1/2b
10-16 range	18 1/2	18 1/2					
16-22 range	18 1/2	18 1/2					

S. P. Boiling Hams.

	H. Run.	Select.	LARD—	Open.	High.	Low.	Close.
16-18	18 1/2	19	May	.....	.....	10.17 1/2b	10.22 1/2b
18-20	18 1/2	19	July	10.22 1/2b	.....	10.22 1/2b	10.22 1/2b
20-22	18 1/2	19	Sept.	10.45	.....	10.45b	10.39n

Skinned Hams.

	Green.	S. P.	LARD—	Open.	High.	Low.	Close.
10-12	20 1/2	20 1/2	May	.....	.....	14.20	13.55b
12-14	20	20	July	10.22 1/2b	.....	13.55b	13.55b
14-16	19 1/2	19 1/2	Sept.	10.45	.....	10.45b	10.39n
16-18	19 1/2	19 1/2	Dec.	.....	.....	10.39n	10.39n
20-22	18 1/2	18 1/2					
30-35	16	15 1/2					

Picnics.

	Green.	S. P.	LARD—	Open.	High.	Low.	Close.
4-6	14	14	May	.....	.....	14.20	13.55b
6-8	13 1/2	13 1/2	July	10.22 1/2b	.....	13.55b	13.55b
8-10	13	12 1/2	Sept.	10.45	.....	10.45b	10.39n
10-12	13	12 1/2	Dec.	.....	.....	10.39n	10.39n
12-14	13	12 1/2					

Bellies.

	Green.	S. P.	LARD—	Open.	High.	Low.	Close.
6-8	19 1/2	20	May	.....	.....	14.10n	13.60
8-10	18 1/2	19	July	13.60	.....	13.60	13.55n
10-12	18	18 1/2	Sept.	10.37 1/2	10.42 1/2	10.37 1/2	10.37 1/2
12-14	16 1/2	17 1/2	Dec.	.....	.....	10.30n	10.30n
14-16	16 1/2	16 1/2					
16-18	15 1/2	16 1/2					

Dry cure bellies 1c over S. P. bellies.

D. S. Bellies.

	Clear.	Rib.	LARD—	Open.	High.	Low.	Close.
14-16	14 1/2n	14	May	10.12 1/2	10.12 1/2	10.12 1/2	10.12 1/2
16-18	14 1/2	14	July	10.17 1/2	10.20	10.20b	10.20b
18-20	14 1/2	14	Sept.	10.37 1/2	14.40	10.37 1/2	10.37 1/2
20-25	14 1/2	14 1/2	Dec.	.....	.....	10.30n	10.30n
25-30	14 1/2	14 1/2					
30-35	14 1/2	14 1/2					
35-40	14 1/2	14 1/2					
40-50	14	14					

D. S. Fat Backs.

	8 1/2	8 1/2	7	6	5	4 1/2	4
8-10	8 1/2	8 1/2	7	6	5	4 1/2	4
10-12	8 1/2	8 1/2	7	6	5	4 1/2	4
12-14	8 1/2	8 1/2	7	6	5	4 1/2	4
14-16	8 1/2	8 1/2	7	6	5	4 1/2	4
16-18	8 1/2	8 1/2	7	6	5	4 1/2	4
18-20	8 1/2	8 1/2	7	6	5	4 1/2	4
20-25	8 1/2	8 1/2	7	6	5	4 1/2	4

D. S. Rough Ribs.

	8 1/2	8 1/2	7	6	5	4 1/2	4
43-50	8 1/2	8 1/2	7	6	5	4 1/2	4
55-60	8 1/2	8 1/2	7	6	5	4 1/2	4
65-70	8 1/2	8 1/2	7	6	5	4 1/2	4
75-80	8 1/2	8 1/2	7	6	5	4 1/2	4

Other D. S. Meats.

	Extra short clears.....	35-45	13 1/2
Extra short ribs.....	35-45	13 1/2	
Regular plates.....	6-8	11 1/2	
Clear plates.....	4-6	8	
Jowl butts.....		8 1/2	

PURE VINEGARS

A. P. CALLAHAN & COMPANY
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THE NATIONAL PROVISIONER

CHICAGO RETAIL MEATS

Beef.

Week ended May 27, 1930. Cor. wk., 1929.

No. No. No. No. No. No. No. No.

Rib roast, hvy. end.	35	16	35	30	16
Rib roast, lt. end.	45	20	45	35	20
Chuck roast.....	28	25	28	27	21
Steaks, round.....	40	25	40	25	25
Steaks, sirloin, 1st cut.	45	25	50	40	22
Steaks, porterhouse.....	50	25	50	45	29
Steaks, rib.....	28	18	28	25	18
Beef stew, chuck.....	27	22	17	22	17

Lamb.

Good. Com. Good. Com.

Hindquarters.....	30	22	35	33
Legs.....	28	23	36	34
Stews.....	15	15	22	15
Chops, shoulder.....	25	20	25	20
Chops, rib and loin.....	50	25	50	25

Mutton.

Pork.

Loins, 8@10 av.....	26	28	27	28
Loins, 10@12 av.....	25	26	26	27
Loins, 12@14 av.....	24	25	23	24
Loins, 14 and over.....	20	22	22	22
Chops.....	28	30	28	30

Veal.

Butchers' Offal.

Suet.....	4	4	5	5
Shop fat.....	24	24	32	35
Bone, per 100 lbs.....	50	50	50	50
Calf skins.....	16	16	16	16
Kips.....	14	14	16	16
Deacons.....	12	12	12	12

CURING MATERIALS.

Bbls. Sacks.

Nitrite of soda, l. c. 1. Chicago.....	9	9
Saltpetre, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. refined granulated.....	5%	5%
Small crystals.....	7%	7%
Medium crystals.....	7%	7%
Large crystals, nitrate of soda.....	8%	8%
Dbl. rfrd. gran. nitrate of soda.....	3%	3%
Less than 25 bbls. 1b. 1/4 more.		
Boric acid, carlsons, p.wd., bbls. in 5 ton lots or more.....	8%	8%
In bbls. in less than 5-ton lots.....	8 1/2	9
Borax, carlsons, powdered, in bbls. in 5-ton lots, gran. or p.wd., bbls.	5	4
Salt—		
Granulated, carlsons, per ton, f.o.b. Chicago.....		
Medium, carlsons, per ton, f.o.b. Chicago.....		
Rock salt.....		
Raw sugar, 96 basis, f.o.b. New Orleans.....		
Second sugar, 90 basis.....		
Syrup testing 63 and 65 combined sucrose and invert, New York.....		
Standard gran. f.o.b. refiners (2%).		
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....		
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....		

SPICES.

(These prices are basis f.o.b. Chicago.)

Alspice.....	19	22
Cinnamon.....	14	18
Cloves.....	30	33
Coriander.....	5	7
Ginger.....	17	17
Mace.....	85	90
Nutmeg.....	30	30
Pepper, black.....	29	33
Pepper, Cayenne.....	27	27
Pepper, red.....	20	20
Pepper, white.....	34	37 1/2

FANCY DRY CURED BACON.

Fancy dry cured bacon is always in good demand. It is not difficult to make if you know how. Write THE NATIONAL PROVISIONER for full direction on how to make this fancy product.

Retail Section

When Rent Is Increased Retailer Must Use Better Business Methods

The better the location of the store, other things being equal, the more business the meat retailer will do.

But the retailer who is planning to move to a better and more expensive location, with the expectation that the new store will bring him an increase in business sufficient to take care of the increased overhead, runs a serious risk.

For location alone will not make a business profitable. Quite often many new factors must be considered and new problems solved before a business in a new and more expensive location shows the profit it formerly did. And a lack of an appreciation of these facts has placed many a retailer in a difficult position.

In the following article a retail merchandising expert tells what the retailer is up against when he attempts to better his business by moving to a location where rents are more expensive and where the general tone of the retail stores is higher.

Offsetting Higher Costs

By Henry Frommes.

A mark of progress in any retail meat business is a move to a better location. Sometimes old locations, profitable though they may be, do not provide sufficiently for a healthy growth in sales and service. This is often true if the old location is a modest one and off the beaten path of retail trade.

The selection of a new and better location for a retail meat business is a problem in itself. It is not the purpose to go into that here. But in connection with every such move, the dealer always is confronted with certain factors which spell success or failure, aside from the actual merits of the new location itself and the increase in potential business that it may offer.

This whole question has recently come to the fore in progressive retailing circles, due to the enormous boosts in rentals and the stiff competition that has sustained them.

A mere move to a better location isn't enough. The entire plane of shop operation must be raised in proportion. Steps must be taken to increase the volume in order to take full advantage of the benefits that the higher rent offers. Here we have a fine point in retail meat business development.

In conducting an investigation of this subject for a store group the past winter, some interesting facts were unearthed. They show what happens when the retailer, to provide for a growing trade volume, moves to a better and more costly store. And the main factors which insure the success of such a move (providing always the new store is potentially worth the money) are:

How Overhead Increases.

- 1.—Investment in new and suitable fixtures and furnishings.
- 2.—Increase in advertising expenditure.
- 3.—Increase in payroll.
- 4.—Improvement of every type of service.
- 5.—Improvement and greater outlay for special display.
- 6.—Increase in illumination charges.
- 7.—Increase in stocks of from 16 to 34 per cent.
- 8.—Greater variety in merchandise.

Unless these things are made an integral part of any such move—and this means a real increase in capitalization—the increased rent paid is very apt to cut into profits, and in the end, ruin the business.

Must Have Increased Volume.

When, within reasonable limitations, these factors are carefully considered and applied, the retailer has a good chance to secure the necessary increase in volume to offset the certain increase in rent.

Better Locations

Increase Costs

When a store moves to a better location it should dress up to the standard of the neighborhood or suffer by comparison.

This means:

- 1.—Increased investment in new fixtures.
- 2.—Increase in the advertising expenditure.
- 3.—Increase in the payroll.
- 4.—Improvement in the service.
- 5.—More attention and a greater outlay for displays.
- 6.—Increase in the expense of lighting.
- 7.—Larger and more varied stock. Inventory increase may run from 16 to 24 per cent.

The question is: Will the increase in volume justify these extra expenses? Inability or failure to determine this fact has placed many a retailer in a difficult position.

In other words, investigations have shown that when the dealer merely moves into a more expensive place, making little or no provision for a more aggressive and efficient plan of operation—depending entirely upon location to win the volume—he is running a serious risk.

It is very seldom that retailers in the trade venture very far from their original locations. In one trading center, out of sixteen moves traced, only three moved to a point greater than two miles from the original stand. Most of them moved to a distance of one mile or less. This is quite natural, since it is necessary to hold as much of the old trade as possible.

And while one can't get away from the fact that a better store means a better class of trade, there is no reason why the better store should not also retain a fair percentage of the old trade, allowing for distance, competition and reputation.

New Methods Necessary.

Such a move, unless it becomes a sort of "new deal," is not likely to reach the success desired within the period of time in which the dealer has to make good.

The "new deal" means an expansive movement both as to improvement of service, of display and of goods offered for sale. And it has been shown by investigations that the new store must produce not only enough new trade to offset 50 per cent of the old trade commonly lost, but must also produce another 100 per cent or so.

The greater capital investment, however, is only one vitally important feature in such a new move. Many old methods have to be discarded; displays must be improved and changed more frequently; store interiors must be kept in better shape and more efficient employees found and trained. More careful control of stocks and readjustments of prices to suit the newer trade all enter into the success of the venture.

In an astonishing number of cases, dealers have made such moves with practically no increase in capital, and with methods and fixtures, facilities and service that destroy the opportunities for which the higher rent pays.

Larger Advertising Outlay.

In moving from a small mid-block store, doing a business of \$35,000 a year, to a corner store with a potential business of \$125,000 a year, the dealer is, in reality, beginning all over again, though he may have been in the trade for years. His new location brings him into contact with trade that develops

May 31, 1930.

from traffic. This means a wider trading area and a broader demand for what he has to sell. This necessitates a close study of the new conditions and a new standard of management—of buying, displaying, pricing, selling, and record keeping.

Experience has shown that the new and better store cannot be expected to start right off with the necessary volume—the volume that must balance the new expenses. It takes a certain period of time, even under ideal conditions, to get things coming as they should, and only progressive methods will turn the trick.

Furthermore, the more costly the location, the more it is necessary to spend in advertising at the outset.

Experience has shown that the ratio of increase in rentals for corner locations is nearly always out of proportion to the actual increase in volume. This invariably holds good throughout the first and often the second year of the new operation. It is only when the dealer has learned to take full advantage of the potentialities of the new set-up that the ratio of sales to rental balances and shows a fair return on the heavier investment.

What Rent Is Justified?

It is assumed that the new location is all that it is claimed to be; that its potential trade is great enough to warrant the rent asked, everything being equal. Though the dealer has a good chance to make good in such a location with the best management, it is unlikely that the same location will pay with poor management at any time.

Thus, with every increase in rent, there comes a necessary increase in other items of overhead, an increase in capital required and a very necessary improvement in service. This principle has been widely accepted in the most progressive retailing groups; it is based upon widespread investigation by the U. S. Department of Commerce, various trade associations and students of the subject.

Generally speaking, the average retailer in the trade pays between 3.9 and 5 per cent of his gross receipts for rental. This runs as high as 7 and even 9 per cent. There are plenty of profitable operations on a 10 per cent basis, but in these cases there is an extraordinary quality of management present and the location must be in an ideal spot, with a certain steady future traffic development.

Motor Traffic Volume Factor.

Better locations are progressive moves. The retailer who fails to make such a move when opportunity offers and when conditions warrant, is a person of small courage and foresight. It is important only to recognize the facts as they have been revealed by investigation—that the move itself must be accompanied by suitable improvements in methods.

There is, of course, some variation according to the size of the town or city and the peculiar local conditions of trade. But the one thing that has brought about keen competition for the best locations is the increase in motor traffic, local travel and the development of the trading center.

But the principle of general improvement in methods of doing business has been found to apply in every and any case.

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

BACON STUFFING.

It is surprising how much flavor even a small amount of meat can add to a dish. A strip of bacon, a piece of ham or the end of a roast are a prize in the hands of a clever cook. The following is a suggestion for making an especially tasty stuffing.

Make a bread stuffing according to your favorite recipe. To each cup of bread crumbs used add $\frac{1}{2}$ cup of chopped cooked bacon. The stuffing is especially good for onions or tomatoes.

NEWS OF THE RETAILERS.

N. E. Cummings has engaged in the meat business in the Erwin Brothers grocery, Santa Rosa, Cal.

The Associated Industries, Inc., Three Rivers, Mich., has been organized, with a capital of \$100,000, to conduct a wholesale and retail meat business.

The Silver Deal Corp., Toledo, O., has been incorporated to engage in the wholesale and retail meat business.

Allen Jenkins and Ralph Hukill have engaged in the meat business at Pioneer, O.

The New Way Sales System Grocery & Meat Market, Wichita, Kas., has

opened under management of Wm. Conner.

W. T. Turner, Circleville, Kas., has purchased the Deck Meat Market.

The J. Dillon & Sons Grocery & Meat Market, McPherson, Kas., has opened for business in its new building.

Martin & Hylton, grocers, of N. Wenatchee ave., Wenatchee, Wash., have added a meat market.

The Hoffman Meat Market has been opened at Shedd, Ore.

L. J. Chadwick, Cove, Ore., has opened a meat market and grocery.

The Community Cash Store has opened a meat market and grocery on the corner of Adams & Fir st., La Grande, Ore.

L. H. Herman has sold his meat and grocery business at 128 1st ave. N., Seattle, Wash., to J. F. Finney.

J. A. Smith, Clear Lake, Ia., has sold his grocery and meat market to A. J. Erickson.

R. P. Sutter, Kelley, Ia., has sold his grocery and meat market to Ernest Carlson.

Meyer & Krueger, West Union, Ia., are succeeded in the meat business by R. W. Meyer.

George Footit, Harvey, N. Dak., has sold his meat market to F. E. Kramer.

J. F. Podojil, Wall, S. Dak., has sold his meat market to Stanley Philips.

J. J. Niegivka, Manitowoc, Wis., has taken over the Avenue Meat Market, formerly run by Jas. Sepnofski.

Louis Peterman has sold his meat market at Shawano, Wis., to W. R. Schneider.

Watch the "Wanted" page for opportunities.



BE SURE TO TAKE YOUR SNOWSHOES.

Great snow banks and bleak mountain ranges separated by a great glacier call not only for snowshoes but for Alpine sticks to navigate in such regions. Either great altitudes or the far north must have contributed the scenery for this airplane photo.

This is one's first thought in viewing this picture. But it's an eye delusion. The snow banks, the bleak ranges and the great glacier are all only parts of a greatly magnified slice of smoked ham, well mottled with fat.

New York Section

AMONG RETAIL MEAT DEALERS.

Reports of the various committees were the high lights of the meeting of the Bronx Branch on Wednesday evening of last week. Among these was one on the Sabbath violators, which showed that the committee was securing quite some results. The campaign against the 88-cent sales, where weight is not stipulated, is being vigorously pursued. The members of the Bronx Branch decided to close their shops at 1:00 p. m. on Memorial Day.

Since most of the members of Ye Olde New York Branch are expected to attend the annual convention of the New York State Association at Utica, New York, the regular meeting of the branch scheduled to be held on Tuesday evening, June 3, has been postponed and plans are being made to hold a large membership meeting on June 16. Among the subjects to be discussed at this meeting will be the trend toward ready-cut meats.

At its meeting last Thursday night the Brooklyn Branch elected the following delegates to the convention of the state association: Frank P. Burck, Anton Hehn, John Hildemann, Joseph Lehner, L. Schaefer and Jake Wyler.

The following are the delegates elected from the Jamaica Branch to the state convention: Gus Fernquist, Jesse Kaufmann, Chris Roesel and W. H. Wild. Alternates: C. Eisenhardt, Jr., C. Fischer and Philip Koch.

The last social meeting of the season held by the Ladies' Auxiliary, took the form of a luncheon and theatre party on Wednesday afternoon of last week. About fifty ladies attended the delightful luncheon at Ye Old Fashion Kitchen and matinee afterwards. Mrs. A. Di Matteo, recording secretary, was presented with a beautiful gift, the presentation being made by the president, Mrs. A. Werner, Jr. Mrs. Di Matteo and "Mother" Burck also made short addresses.

John Harrison, business manager of the Brooklyn and South Brooklyn Branches, reports that returns on the recent questionnaire on early Saturday closing showed that 60 per cent of the members voted for it, while only 35 per cent of non-members were in favor of early closing. This appears to be a clear example of the advantages of organization. Work on the proposed early Saturday closing will continue until it meets with universal success.

Mr. and Mrs. Frank P. Burck of Brooklyn celebrated the 43rd anniversary of their wedding on May 24. Although receiving many gifts, flowers and congratulatory messages, probably the most beautiful from a sentimental standpoint was a large cake, the decorative tones of which blended from silver into gold. On Monday Mrs. George Anselm, Mrs. Albert Di Matteo, Mrs. Charles Hembit, Mrs. Fred Hirsch, Mrs. William Kramer, Miss M. B. Phillips and Mrs. A. Werner, Jr., surprised Mr. and Mrs. Burck, pre-

senting them with a handsome twin boudoir lamp. And it was some surprise. Mrs. Burck, who is the official hostess of the Ladies' Auxiliary, celebrated doubly as May 24th was also her birthday.

State president and Mrs. David Van Gelder celebrated the 21st anniversary of their wedding on May 24th.

CASEY EASTERN PACKER HEAD.

At the last monthly meeting of the Eastern Meat Packers' Association, held at the Pennsylvania Hotel, New York City, the annual election of officers was held, resulting as follows:

President—George A. Casey, Wilmington Provision Co., Wilmington, Del.

Vice-President—Louis F. Kellar, A. Fink & Sons, Newark, N. J.

Secretary and Treasurer—W. S. Codling, Albany Packing Co., Albany, N. Y.

The directors include the officers and Fred. M. Tobin, Rochester Packing Co., Inc., Rochester, N. Y.; Joseph M. Emmart, Emmart Packing Co., Inc., Louisville, Ky.; Fred G. Schenk, Columbus Packing Co., Columbus, O.; Joseph Kurdle, Schluderberg-Kurdle Co., Baltimore, Md.; George A. Schmidt, Otto Stahl, Inc., New York; Andrew Loffler, A. Loffler Provision Co., Inc., Benning, D. C.; Fred A. Vogt, F. G. Vogt & Son, Inc., Philadelphia.

This association includes in its membership meat packers located along the Atlantic Coast from Maine to Virginia, and as far West as Ohio and Kentucky. Monthly meetings are held at which merchandising and other immediate problems of the members are discussed.



GEORGE A. CASEY.
Elected president of the Eastern Meat Packers' Association.

NEW YORK NEWS NOTES.

T. H. Menten, branch house department, Swift & Company, Chicago, spent last week in New York. F. G. Schoenfeld, supervising engineers department, Chicago, visited at the Jersey City plant of the company during the past week.

Cudahy visitors to the Nagle Packing Company, Jersey City, N. J., during the past week included C. O. Lovejoy of the glue department, Chicago, and G. R. Price of the wool department, Boston.

C. G. Graves, traffic manager, Jacob Dold Packing Co., Wichita, Kas., visited the Brooklyn branch during the past week.

The annual outing of the Stahl-Meyer-Ferris branches of Stahl-Meyer, Inc., will be held on Sunday, July 6, at Breinlinger Park, 4017 Boston Road, Bronx.

M. M. Rosenthal, secretary of Nathan Strauss, Inc., spent several days of the past week on business in the Boston territory.

Visitors to Wilson & Co., New York, during the past week included J. J. Wilke, head of the margarine department; W. S. Vanatta, curled hair department, and R. J. Cowden, poultry department, Chicago. A. T. Budgell, wool department, Boston, also spent several days in New York.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended May 24, 1930, was as follows: Meat—Manhattan, 331 lbs.; Bronx, 5 lbs.; Queens, 327 lbs.; total, 663 lbs. Fish—Manhattan, 20 lbs. Poultry and Game—Manhattan, 212 lbs.

Harry J. Scanlan, of J. M. & P. Scanlan, slaughterers of sheep, lambs and calves, located on West 40th street, passed away on Saturday, May 24, following an operation for relief of an internal disorder. The funeral took place on Wednesday, May 28. The Scanlan concern was one of the landmarks of the packing business in Manhattan, founded by the elder generation and carried on by the sons while most of their contemporaries were absorbed by larger concerns or disappeared from the scene altogether.

Wilson Brokerage, Inc., announce the removal of their offices to 429 Produce Exchange Building, New York City.

TRANSPARENT WRAP PLANT.

The first unit of the new plant of the Sylvania Industrial Corporation of Fredericksburg, Va., for the manufacture of transparent cellulose wrapping paper, was put into operation on May 24. Completion of other units is being rushed and they are expected to be in operation shortly. At the same time prices for transparent cellulose wrapping paper have been reduced approximately $\frac{1}{4}$ c per thousand square inches.

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HEEKIN CANS

Attractive, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser.

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PROTECT the PRODUCT

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Joliet, Illinois

MORE CELLOPHANE PRICE CUTS.

Three reductions in the price of cellophane have been announced by the Du Pont Cellophane Co., effective May 26, August 1 and October 1. These are made possible, company officials say, by increased production facilities available on those dates. The statement further points out that this makes eleven price reductions on cellophane since its domestic manufacture was started by the Du Pont company six years ago.

On moisture-proof cellophane, increased production will be available in the near future. It is said that prices will be reduced as rapidly as conditions of manufacture permit.

The new figures reflecting the price reductions announced will be 25 per cent of the original price of the product.

SWEDISH MEAT IMPORTS.

Nine-tenths of the import of pork into Sweden through the port of Goteborg in 1929 consisted of American salt pork, according to the American consul located at that port.

Lard, the bulk of which is from the United States, shows an increase in

imports through Goteborg, but a slight decrease in the national statistics. The same is the case with tallow, which comes mainly from the United States, Great Britain, and Argentina.

Sausage casings increased about 30 per cent in volume from Germany, United States, Denmark, European Russia, Norway, Argentina and a number of other countries. Preliminary national statistics indicate slight decrease under this heading.

Imports of lard stearine and stearic acid were about one-third heavier.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended May 24, 1930:

	Week ended	Prev. week,	Cor. week.
Western dressed meats:	May 24.		1929.
Steers, carcasses	9,241 1/2	6,910	7,180
Cows, carcasses	836	867	608
Bulls, carcasses	191	199	24
Veals, carcasses	9,678	9,291	8,759
Lambs, carcasses	30,395	30,424	30,111
Mutton, carcasses	2,045	1,362	4,405
Beef cuts, lbs.	247,333	332,202	588,175
Pork cuts, lbs.	1,889,214	1,594,706	1,809,815

Local slaughters:

Cattle	8,762	8,347	8,067
Calves	18,355	17,091	16,445
Hogs	44,900	40,731	45,068
Sheep	68,718	69,595	55,821

BOSTON MEAT SUPPLIES.

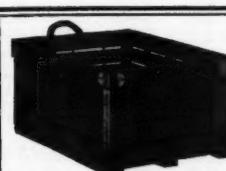
Receipts of Western dressed meats at Boston for the week ended May 24, 1930, with comparisons:

	Week ended	Prev. week.	Cor. week.
Western dressed meats:	May 24.		1929.
Steers, carcasses	2,436	2,355	2,396
Cows, carcasses	1,215	1,222	1,307
Bulls, carcasses	28	21	75
Veals, carcasses	1,238	1,170	1,162
Lambs, carcasses	20,533	21,730	19,343
Mutton, carcasses	683	512	950
Pork, lbs.	470,271	476,350	483,882

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